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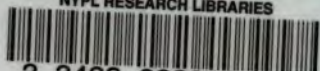
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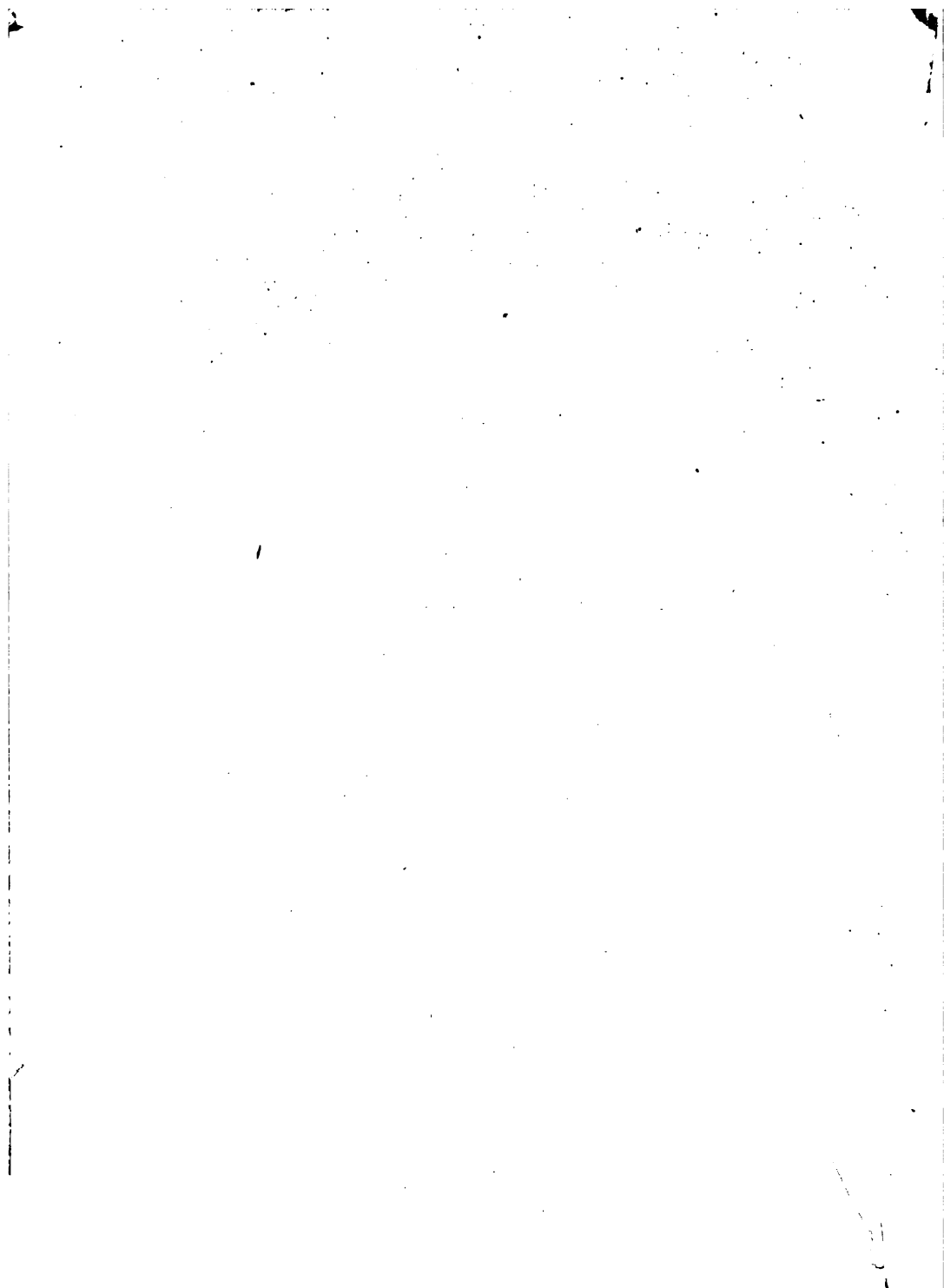


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NATIONAL ASSOCIATION
OF LIFE UNDERWRITERS
EIGHTH ANNUAL CONVENTION
MILWAUKEE, WIS. SEPT. 15, 16 AND 17, 1897.







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PROCEEDINGS

OF THE

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OF THE

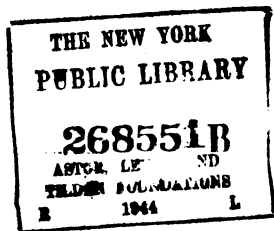
National Association of Life Underwriters

HOTEL PFISTER, MILWAUKEE, WIS.,

SEPTEMBER 15, 16 AND 17, 1897.

BOSTON, MASS.:
THE STANDARD PUBLISHING CO.
1897.

A.



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CHAUNCEY M. RANSOM, "THE STANDARD," BOSTON.

PREFACE

The gathering together of about a hundred agents of the various life insurance companies of this country at Milwaukee, Wis., Sept. 15, to celebrate the eighth annual convention of the National Association of Life Underwriters, was a most inspiring event. Although several factions had been working in the interests of different candidates for the presidency of the association, the convention as a whole united upon Mr. Thomas H. Bowles, who was unanimously elected president, and the best of feeling was manifested during the entire three days' session.

The National Association has become a power for good in the life insurance business, as under its guidance the agents have been brought closer together and the general tone of the business has been elevated and purified. Since the meeting one year ago three local associations have been formed, the individual membership in the local associations now being 1,337, an increase of 155 over last year.

The report of the executive committee each year is looked forward to with special interest and its recommendations at Milwaukee, that Art. II, of the by-laws be amended, with a view to increasing the annual revenue of the national body, met with unanimous approval, thus placing the association on a sound financial basis. The allusion by this committee to the death of two members of the association since the last convention, Maj. Ben S. Calef and Col. George P. Haskell, touched the hearts of all the members present, as these two gentlemen had given willingly of their time, money and influence to forward the interests of the national body, as well as of the local associations.

The meetings of the life underwriters from year to year are coming to be very important epochs in the history of life insurance, as each year a larger number of agents are in attendance, and more enthusiasm is evinced. If the National Association has accomplished nothing else it has earned the thanks of the companies for elevating the standard of their representatives, for making their agents better acquainted with each other, and for showing the world what a high class of men are engaged in the work of providing for the widow and the fatherless.

NATIONAL ASSOCIATION

OF

LIFE UNDERWRITERS.

The National Association of Life Underwriters held its eighth annual convention at Milwaukee, Wis., Sept. 15, 16 and 17, 1897. The meetings of the association were held in Masonic Hall. There were ninety-eight delegates and alternates present, representing twenty-six local associations from twenty different states. Following the precedent established at the two last annual meetings of the association, the following memorandum for the information of the delegates was furnished to those present:

MEMORANDUM FOR THE INFORMATION OF DELEGATES.

1. Quorum—The constitution provides that the presence of the delegates from one-half the associations composing the National Association shall constitute a quorum for the transaction of any business at any meeting.

2. Voting—Article 5 of the by-laws provides that all questions, when demanded by the delegates present from at least two associations, shall be decided by a roll-call of the yeas and nays, and each association shall vote as a unit and be entitled to one vote only.

3. Resolutions and Motions—All motions and resolutions, except the previous question, or to lay on the table, or to adjourn, are to be submitted in writing and sent to the secretary's desk at the time they are made. If it is not desired that a resolution offered shall be referred to the executive committee, the association can, by a majority vote, proceed at once to the consideration of the resolution.

FIRST DAY'S PROCEEDINGS.

MORNING SESSION.

The eighth annual convention of the National Association of Life Underwriters convened in the Masonic Hall at Milwaukee, Wis., Sept. 15, 1897.

President D. S. Hendrick of Washington, D. C., called the convention to order at 10.40 A. M.

The President—The convention will now be led in prayer by the Rev. Judson Titsworth, of Plymouth Congregational Church. The convention will please rise.

Rev. Judson Titsworth—Shall we invoke the divine blessing? Oh, thou infinite God, in whom we live and move and have our being; thou who art the wisdom of our wisdom and the strength of our strength and the inspiration of all our power and life; we come to thee in this consciousness this morning and would depend upon thee for the wisdom necessary to carry on the deliberations of this meeting. We would surrender our spirits to that spirit of wisdom and of love which following we shall find our way into all the truth of theory and the truth of life. So guide thy sons assembled together this morning by thine own spirit, and make them one and all conscious of their relation to thee as thy sons, and the relation of the work they are trying to do to the work thou art trying to do. Lift thou up their conception of their work into its vital fellowship with the work of God in establishing the brotherhood of man in the brotherhood of Christ, under the brotherhood of God. And as we ask these things of thee in our hearts, we pledge thee to follow such of thy spirit leadings as thou dost make manifest unto us, and we ask it all, and we pledge it all in the name, and in the manner of thine own son. Amen.

The President—I trust that every member in this convention will remember what was said before us, and that each member will try and carry out the thought as expressed, and the petition as given, that we live true in the brotherhood of Christ.

We will now have the pleasure of hearing from one of the brigadier-generals. I do not know that he has ever faced any of the cannons on the battlefield, but I think he has faced so many men for insurance that he could stand any kind of a gun, heavy though it was. And after him will come some one who

I know will give us good advice on other subjects as well as a welcome to the state of Wisconsin. We will now have the pleasure of hearing from Brig.-Gen. Henry S. Fuller, president of the Wisconsin Association of Life Underwriters. [Applause.]

Mr. Fuller—*Mr. President and Gentlemen*: In obedience to the instructions of the Wisconsin Association of Life Underwriters I am here this morning to perform one of the most pleasant duties of my life. As the representative of the life agents of Wisconsin, I extend to you, the officers and delegates of the eighth annual convention of the National Association of Life Underwriters a most cordial and hearty welcome. [Applause.]

The Wisconsin Association has a larger membership today than ever before in the seven years of its existence, and I want to assure you that each member has thrown aside all personal business cares for this week in order that you, coming from every state of this grand—and I may honestly say now prosperous land [applause]—and representing the working forces of the most wonderful financial business of the nineteenth century, will be received with all the attention and regard of which he is capable. I sincerely hope that every moment of your stay with us will be one of pleasure.

To the gentlemen of the insurance press I extend the same cordial welcome.

We are honored this morning with the presence upon this platform of a gentleman who has for several years been an official of our state. As a man and as an officer he is held in the highest esteem by every citizen of Wisconsin. I have the pleasure, Mr. President and gentlemen, of introducing to you the Hon. Emil Baensch, lieutenant-governor of our state. [Applause.]

Lieut.-Gov. Baensch—*Mr. President and Gentlemen of the Convention*: Owing to the unavoidable absence of the governor of the state, I have been sent by him to greet you as the representatives of the most important and beneficial forces in modern civilization. To the individual indeed there is no one factor that so dulls the sharp edge and smooths the rugged pathway as life insurance. Viewed from the standpoint of the public weal it is entitled to the highest consideration. With its thorough research, with its accurate records, it has made itself the handmaid of the medical profession and has thus worked, indirectly perhaps, toward the betterment of public health and sanitation. It gathers together the dribblets of the many into an immense volume that has become an efficient reserve in finance, commerce

and industry. For these reasons have I been commissioned to tender you a hearty welcome to the soil of Wisconsin [applause] coupled, however, with the invitation that you see more of our commonwealth than only its metropolis. Breathe the perfume-laden air of its fields and prairies, inhale the ozone of our pineries and drink the waters of our various springs that are guaranteed to cure all the ills from ordinary blues to ailments of a scientific name, so that you may go home and report upon the safety of Wisconsin policies. [Laughter and applause.]

Visit its people and ascertain the elective machinery which has brought forth an insurance department, which in its equipment and management, and in its proper appreciation and performance of its duties is without a superior in the land. [Applause.] And as a side issue you might investigate the machinery of its appointive powers that make the life insurance agents brigadier-generals. Visit its busy marts of commerce, inspect its facilities for transportation, look upon its wealth of lumber, ore and grain, so that you may go home and report upon its splendid variety of opportunities for gilt-edge investments.

In conclusion we hope that your proceedings may be of the happy blending of work and pleasure that gives true zest to life and invigorates both mind and body. And on behalf of the people of the state of Wisconsin do I now tender you formally, but none the less sincerely, a hearty welcome to our soil. [Great applause.]

Mr. Fuller—At the suggestion of the major-general in the chair I am given the privilege and honor of introducing to you the honored mayor of Milwaukee, Hon. William J. Rauschenberger.

Mayor Rauschenberger—*Mr. President and Gentlemen*: I am proud to have the opportunity to greet a convention of such distinguished gentlemen in their profession as you are here in the city of Milwaukee. We are proud that you have chosen the city of Milwaukee as your meeting place, and I hope that during the short stay you will make in our city you will have besides your labors that you perform, sufficient time to investigate some of our industrial establishments, to visit some of our public buildings, some of our factories, visit and take walks through our streets and you may go home, as the governor said, reporting that Milwaukee is a healthy city. Besides that, while we have very few watering places in the city of Milwaukee, I request you to visit our breweries. [Laughter and applause.] Gentlemen, you will find there a very nice beverage, especially on a hot

day like this. I will once more extend to you the welcome of the citizens of Milwaukee, and hope, Mr. President and gentlemen, that the few days you will spend in the city will long be pleasantly remembered by you. I thank you. [Applause.]

The President—Lieut.-Gov. Baensch, Mayor Rauschenberger, Brigadier-General Fuller—On behalf of the National Association I thank you for your welcome to Wisconsin and this beautiful city of Milwaukee. A word of welcome and good cheer always has an exhilarating effect on the human heart.

Gentlemen, the next business in order will be the calling of the roll of delegates. The secretary will now proceed.

Mr. D. B. Shideler of Indiana—Mr. President, owing to various changes that I know to have occurred in the delegates of the various delegations, I suggest that the secretary only call the names of the associations themselves, and when called, if it is found that a quorum is present, which I believe is one-half the associations which are members, then I desire to make a motion, in fact, I make it now, that the secretary call the associations and that after they are called there be a committee of three appointed on credentials, who shall formulate and give a correct list of the various delegates from the various associations to this National Association. I make the joint motion, as I understood the chair to ask the secretary to call the roll of delegates.

The President—That is the rule.

Mr. Shideler—I beg your pardon, I am talking about things that come before us now.

Mr. J. W. Iredell, Jr., of Cincinnati—I second the motion.

The question was then put.

A Member—What is the motion?

The President—The secretary will now read the motion.

The motion was read by the stenographer, and the president having put the question, Mr. Shideler's motion prevailed.

The secretary then called the roll, and only the following associations were shown to be present at that time :

Arkansas Life Underwriters' Association.

Boston Life Underwriters' Association.

Connecticut Life Underwriters' Association.

Life Underwriters' Association of Chicago.

Cincinnati Life Underwriters' Association.

The Cleveland Association of Life Underwriters.

Indiana Association of Life Underwriters.
 Iowa Life Underwriters' Association.
 Kansas City Life Underwriters' Association.
 Kentucky Life Underwriters' Association.
 Life Underwriters' Association of the District of Columbia.
 State of Maine Association of Life Underwriters.
 Life Underwriters' Association of Western Massachusetts.
 Michigan Life Insurance Agents' Association.
 Minneapolis Association of Life Underwriters.
 Minnesota Association of Life Underwriters.
 Nebraska Life Underwriters' Association.
 New Hampshire Life Underwriters' Association.
 Life Underwriters' Association of New York.
 Life Underwriters' Association of Western New York.
 Philadelphia Association of Life Underwriters.
 Pittsburgh Life Underwriters' Association.
 Wisconsin Association of Life Underwriters.

During the day delegates arrived from the Life Underwriters' Association of Eastern New York, Georgia Association of Life Insurers, and the Tennessee Association of Life Underwriters.

The President—I will appoint as the committee on credentials Mr. D. B. Shideler, Mr. James L. Johnson of Springfield, Mass., and Mr. J. D. Sutton of Kansas City, Mo. Will that committee please take charge of the credentials at once, and report as soon as practicable.

Mr. Shideler—I would like to have Mr. Swift of Indianapolis take my place on that committee.

The President—The secretary will insert the name of Mr. E. Swift of Indiana in place of Mr. Shideler. Please take up the work at once, gentlemen, and let us have a report as soon as possible.

Mr. Shideler—That was my silver Democratic friend last year. You will pardon me for coming to the front to make a suggestion now.

The President—Always glad to have a suggestion from Indiana.

Mr. Shideler—My friend across the way here suggests that in many cases the credentials now in the hands of the secretary are not correct. That is to say, the men that are present this morning are not the men whose names appear on the credentials now in the hands of the secretary. So at his suggestion I recom-

mend that wherever there is a doubt as to the credentials representing the identical parties that are here this morning, the chairman of the delegation go to the committee and give the exact names of those who are here regardless of credentials.

The President—You have heard the suggestion, I think it a very wise one. I trust that the chairman of each delegation will see to it at once.

Mr. Shideler—And that the names are spelled correctly. [Laughter.]

The President—The committee on credentials has requested that the chairman of each association will come to the corner of the room with a list of the delegates whom he knows have the proper credentials, and report at once. The convention will please keep in order as it will facilitate matters.

Mr. Shideler—In order that there be no confusion in that corner let the chairmen of the delegations that have already appeared come back:

The President—When the delegations are called the chairman of that association will come forward. The convention will please keep in order. We can facilitate matters very much if there is not so much talk.

Mr. Johnson—I would like to make an announcement. Let the chairman of each delegation make out a list which he is to report to the committee on credentials, and then please come in order as your associations are called. We will get through in a very few moments if you do not try to do so many things at once.

The names of the associations were then called by Mr. Johnson.

Mr. Iredell—Mr. President, I notice a great many vacant chairs here. The delegates are too much scattered. We cannot hear what is said. I therefore move that they be requested to take front seats and the banners can be changed afterwards; or when they get up to speak they can announce their delegation. I make a motion that the delegates be invited to the front.

Mr. J. E. Meyers of St. Paul, Minn.—I oppose that motion on this ground, that we are going to have a great deal of confusion in changing the banners. I will heartily support that motion if the gentleman will amend it so as to allow the banners to be changed before the next session.

Mr. Shideler—I rise to a point of order.

The President—What is the point of order, sir.

Mr. Shideler—My point of order is the motion was not stated and was not seconded.

The President—I beg your pardon, sir, it was stated and seconded.

Mr. Shideler—Mr. Meyers offers an amendment that the change be made before the next session.

The President—It is moved by Mr. Meyers and seconded that Mr. Iredell's motion be amended so as to provide for the change being made between this session and the next. Is the convention ready for the question on the amendment?

The amendment was then put and carried.

The President—The original motion was put and lost. Is the committee on credentials ready to report, Mr. Johnson?

Mr. Shideler—The delegates understood they were voting for Mr. Iredell's motion, which was that they move now. The gentleman across the way moved an amendment to the motion that the change be made during the recess. A majority of the members present favored the amendment, and it should have been put as Mr. Iredell's motion amended and it would have carried.

The President—Do you move a reconsideration?

Mr. Shideler—No, I move this, sir: Mr. Iredell's motion has been defeated. I now move that Mr. Meyer's amendment be presented. That is, that we move during the recess. That is the way it stands now. The original motion is withdrawn. He renews his motion that the change be made during the recess, and I second it.

The President—You have heard the motion, is there a second?

The motion was seconded, and cries of "Question" were heard.

Mr. W. M. Scott of Philadelphia—Can we renew a motion that has been already declared lost?

The President—Mr. Shideler moves a reconsideration.

Mr. Scott—I beg your pardon, he did not. He distinctly said "no." It seems to me that would be the proper way to get out of it.

The President—I declare Mr. Shideler's motion out of order.

Mr. Scott—I move that the vote by which the motion of Mr. Iredell was lost be reconsidered.

Mr. Scott's motion was seconded and on the question being put to the convention was carried.

Mr. Scott—Now, Mr. President, I move that Mr. Iredell's motion as amended by Mr. Meyers be adopted.

Mr. Iredell—I hope the motion which is to be reconsidered will prevail, because we cannot hear what is said.

The President—The motion is now made by Mr. Scott that Mr. Iredell's motion, as amended, viz., that the change be made after the close of this session, be adopted. Are you ready for the question?

The question was then put and the motion carried.

The President—The committee on credentials is now ready to present its report.

Mr. Sutton—I will read the delegations as they are given here. If there are any objections I want the delegation right there and then to object and give the correct names.

Mr. Sutton then read the names of the delegates present, which, with the later arrivals and the officers present, will be found in the following list marked with a star:

OFFICERS OF THE ASSOCIATION.

President.

*David S. Hendrick, Washington, D. C.

Vice-Presidents.

C. W. Holden, Boston, Mass.; *H. D. Neely, Omaha, Neb.; S. S. Day, Newark, N. J.; H. S. Bull, Albany, N. Y.; Fred Pleasants, Richmond, Va.; William P. Howland, Dallas, Tex.; *E. R. Ward, Minneapolis, Minn.; William H. Reed, Kansas City, Mo.; *D. B. Shideler, Indianapolis, Ind.; Clarence Angler, Atlanta, Ga.; B. D. Haines, Chattanooga, Tenn.; John Landers, San Francisco, Cal.

Secretary.

*E. W. Christy, Cleveland, O.

Treasurer.

*Ell D. Weeks, Litchfield, Conn.

Executive Committee.

Chairman—*Ben Williams, Chicago, Ill.

Secretary—*E. W. Christy, Cleveland, O.

Expire in 1897—†George P. Haskell, New York City; I. Layton Register, Philadelphia, Pa.; *Ben Williams, Chicago, Ill.; H. L. Shepard, St. Paul, Minn.; *William T. Gage, Detroit, Mich.

Expire in 1898—*J. W. Pressey, Rochester, N. Y.; Simon Wolf, Washington, D. C.; J. W. Harris, Waco, Tex.; *James L. Johnson, Springfield, Mass.; *I. T. Martin, Des Moines, Ia.

Expire in 1899—*Henry C. Ayers, Pittsburg, Pa.; *J. S. Norris, Milwaukee, Wis.; *F. A. Kendall, Cleveland, O.; C. E. Stanleys, Concord, N. H.; *J. W. Iredell, Jr., Cincinnati, O.

Ex-Presidents.

†George N. Carpenter, Boston, Mass.; Charles H. Raymond, New York City; *C. E. Tillinghast, Cleveland, O.; *Charles H. Ferguson, Chicago, Ill.; E. H. Plummer, Philadelphia, Pa.; †Ben S. Calef, Boston, Mass.

† Deceased.

Honorary Member.

*C. M. Ransom, Boston, Mass.

DELEGATES AND ALTERNATES.

ARKANSAS LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	S. D. Kitchens, Equitable.
*H. L. Remmel, Mutual.	Nal Williams, Union Central.
J. E. Altschul, Mass. Mutual.	R. E. Douglass, Equitable.

BOSTON LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alternates—
*Charles D. Hammer, Prov. L. & T.	Fred C. Sanborn, Mass. Mutual.
*F. E. Keep, Mutual.	*James H. Lake, Equitable.
James T. Phelps, National.	William L. Tyler, United States.
*Stephen F. Woodman, Travelers'.	Robert C. Bridgham, Union Mut.
William M. Bunting, Penn Mutual.	Henry T. Culver, John Hancock.

CHICAGO LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alternates—
*W. D. Wyman, Berkshire.	*L. Bracket Bishop, Mass. Mutual.
*A. W. Kimball, Northwestern Mut.	*D. M. Baker, Pacific Mutual.
*George L. Wrenn, State Mutual.	*E. H. Kellogg, Iowa Life.
*E. D. Redington, Provident L. & T.	*Fred B. Mason, Aetna.
*H. S. Dale, Union Mutual.	*George M. Ferguson, Mutual.

CINCINNATI LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alternates—
*Collin Ford, Aetna.	John L. Cockle, Berkshire.
*M. W. Mack, Northwestern Mut.	*J. W. Iredell, Jr., Penn Mutual.
Charles E. Logan, Conn. Mutual.	L. D. Drewry, Mutual Benefit.
*John Dolph, Metropolitan.	R. P. Woods, Manhattan.
*E. W. Jewell, Union Central.	F. G. Cross, Massachusetts Mutual.

CLEVELAND ASSOCIATION OF LIFE UNDERWRITERS.

Delegates—	Alternates—
*M. E. Cozad, National.	*B. F. Stahl, Provident Savings.
*John Thomas, Berkshire.	C. E. Lawton, Mutual.
P. W. Ditto, Pacific Mutual.	*H. C. Quigley, Security Trust.
*G. H. Olmsted, National.	H. F. McNutt, New England.
F. L. Ford, State Mutual.	

CONNECTICUT LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alexander Harbison, New York.
*B. F. Eas, United States.	A. H. Bond, Mass. Mutual.
*Eli D. Weeks, Phoenix Mutual.	L. H. Lyon, Northwestern Mutual.

GEORGIA ASSOCIATION OF LIFE INSURERS.

Delegates—	Alternates—
*E. F. Shedden, Mutual.	Livingston Mims, New York.
J. B. Nutting, Provident Savings.	W. Woods White, Northwestern.
F. B. Shepard, United States.	Clarence Angier, Mutual Benefit.
A. B. Grossman, Travelers'.	E. H. Plant, New York.
Thomas Peters, Washington.	John A. Perdue, Equitable.

INDIANA ASSOCIATION OF LIFE UNDERWRITERS.

Delegates—	Alternates—
*E. B. Swift, United States.	Pleasant Bond, Penn Mutual.
D. F. Swain, Northwestern Mut.	*E. S. Folsom, Phoenix Mutual.
J. J. Price, Berkshire.	W. C. Van Arsdale, New York.
*E. N. Merritt, Mutual.	*D. B. Shideler, Equitable.
*E. G. Ritchie, State Mutual.	*E. E. Flickinger, John Hancock.

IOWA LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alternates—
*R. P. Dart, National.	*L. E. Spencer, United States.
C. B. VanSlyk, Mutual Benefit.	F. H. Graves, New York Life.
*E. J. Fleming, Mutual.	K. E. Brockenbrough, Phoenix.
*I. T. Martin, Equitable of Iowa.	T. H. Knotts, Union Mutual.
G. Leisander, Mass. Mutual.	J. W. Weakley, Provident Life.

KANSAS CITY LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alternates—
G. R. Van Norman, Union Central.	*J. D. Sutton, Washington.
*C. C. Courtney, Mutual Benefit.	*C. E. Hochstetler, Travelers'.
*F. O. Chesney, State Mutual.	P. H. Showalter, Prudential.
*G. M. Ackley, Life Ins. Clearing.	W. P. Rodgers, John Hancock.
J. A. Brown, Equitable.	S. S. Simpson, Connecticut Mutual.

LIFE INSURANCE ASSOCIATION OF NEW JERSEY.

(No delegates present).

LIFE UNDERWRITERS ASSOCIATION OF THE DISTRICT OF COLUMBIA.

Delegates—	Alternates—
Frank H. Thomas, Travelers.	Frank K. Raymond, Union Central.
Simon Wolf, Penn Mutual.	Geo. L. Huntzinger, Prudential.
Robert Cook, Metropolitan.	W. W. McIntire, United States.
E. H. Walker, Provident L. & T.	*D. S. Hendrick, Manhattan.
E. J. Clark, John Hancock.	George E. Gilliard, New York Life.

LIFE UNDERWRITERS' ASSOCIATION OF EASTERN NEW YORK.

Delegates—	Alternates—
Horace S. Bull, Home.	E. A. McCaffrey, Mutual Benefit.
D. H. Ayers, New York.	C. A. Stuppelbeen, Union Central.
*E. B. Cantine, New York.	W. J. Burtis, New York.
O. A. Reynolds, Conn. General.	F. A. McNamee, Equitable.
J. H. Kennedy, Prudential.	M. H. Mulleneaux, National, Vt.

LIFE UNDERWRITERS' ASSOCIATION OF KENTUCKY.

Delegates—

*Biscoe Hindman, Mutual, N. Y.
 N. J. Dilday, Equitable.
 *Charles D. Jacob, Mutual, Ky.
 *John C. Davidson, Ætna.
 W. W. Morris, Mutual, Ky.

Alternates—

John B. Pirtle, Travelers'.
 S. Y. Rodman, Union Central.
 E. C. Lavery, Kansas Mutual.
 W. R. Noble, New York.
 Arthur Jeanes, Prudential.

LIFE UNDERWRITERS' ASSOCIATION OF WESTERN MASSACHUSETTS.

Delegates—

G. H. Sutton, Mutual.
 W. E. Clark, Northwestern.
 S. B. Fay, Connecticut Mutual.
 William Tolman, Berkshire.
 H. K. Simons, Equitable.

Alternates—

*James L. Johnson, Mass. Mutual.
 E. O. Sutton, Mutual.
 C. D. Munroe, Union Central.
 Archibald Ladner, Prov. L. & T.
 *W. H. Dyer, Berkshire.

LIFE UNDERWRITERS' ASSOCIATION OF WESTERN NEW YORK.

Delegates—

*Henry Wertimer, Prudential.
 *H. S. Munson, Ætna.
 *F. O. Ranney, Provident Savings.
 D. W. Cherrier, Phoenix Mutual.
 *S. J. T. Bush, United States.

Alternates—

Warren Craig, New England Mut.
 W. G. Justice, Provident L. & T.
 W. P. Jones, New York.
 F. J. Johnson, Prudential.
 *J. W. Pressey, Penn Mutual.

MICHIGAN ASSOCIATION OF LIFE INSURANCE AGENTS.

Delegates—

*Charles W. Pickell, Mass Mutual.
 *S. F. Angus, Home.
 *Charles S. White, Northwestern.
 *G. A. Watkins, Penn Mutual.
 John D. Morphy, Berkshire.

Alternates—

*Hugh A. Holmes, Michigan Mutual.
 Charles L. Vieman, John Hancock.
 M. I. Whitman, Mutual Benefit.
 Schuyler Grant, Mutual.
 J. W. Thompson, Ætna.

MINNEAPOLIS LIFE UNDERWRITERS' ASSOCIATION.

Delegates—

*Isaac Kaufmann, Northw'ern Mut.
 *O. L. Gooding, Northwestern.
 *Frank M. Joyce, Mutual Benefit.
 *E. R. Ward, John Hancock.
 *J. T. Stimmel, John Hancock.

Alternates—

*W. M. Horner, Prov. L. & T.
 *W. H. Murphy, National.
 *O. H. Rask, Provident Savings.
 *N. W. Clark, Mutual Benefit.
 *A. W. Murton, Canada.

MINNESOTA ASSOCIATION OF LIFE UNDERWRITERS.

Delegates—

*Bukard Hurd, Washington.
 *L. D. Wilkes, Equitable.
 *William F. Peet, New York Life.
 *J. Watson Smith, Prov. L. & T.
 *J. E. Meyers, Ætna.

Alternates—

*Charles J. Hunt, N. E. Mutual.
 *A. S. Tallmadge, John Hancock.
 *F. T. Parlin.
 *H. S. Gilbert, Conn. General.
 *L. M. Kelter, Northwestern.

NEBRASKA LIFE UNDERWRITERS' ASSOCIATION.

Delegates—

*H. D. Neely, Equitable.
 A. R. Edmiston, Union Central.
 *Wm. Henry Brown, Equitable.
 *A. L. Wigton, Union, Omaha.
 H. S. Ford, New York.

Alternates—

*J. W. Craig, State Mutual.
 C. W. Rainey, Mutual Benefit.
 John Steel, Northwestern Mutual.
 Stanhope Fleming, Mutual.
 *O. Funke, Equitable.

NEW HAMPSHIRE LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alternates—
C. E. Stanfels, Conn. Mutual.	*R. H. Cheney, Mutual.
*James A. Wellman, National.	John J. Dillon, Northwestern.
C. L. Harmon, Mutual Benefit.	W. S. Martin, Jr., Mass. Mutual.
C. S. Parker, Aetna.	Frank W. Garland, Mutual.

NEW YORK LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alternates—
*James Yereance, Equitable.	*P. H. Farley, Mutual.
*Richard E. Cochran, United States.	*W. T. Diefendorf, Mutual.
*John F. Makley, National.	Arthur B. Abernethy, Phoenix.
*Robert I. Murray, Prov. Savings.	Col. J. A. Goulden, Penn.
*William Dutcher, Prudential.	*Tilden Blodgett, Equitable.

PHILADELPHIA ASSOCIATION OF LIFE UNDERWRITERS.

Delegates—	Alternates—
Joseph Ashbrook, Prov. L. & T.	*W. M. Datesman, United States.
*W. M. Scott, Provident L. & T.	Clarence A. Wray, Home.
*Amos Wakelin, N. E. Mutual.	F. A. Howard, State Mutual.
*Maskell Ewing, Northw'ern Mut.	Frank E. Hammer, John Hancock.
H. C. Lippincott, Penn Mutual.	F. W. Carr, Manhattan.

PITTSBURG LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alternates—
*J. C. Biggert, Penn Mutual.	E. A. Woods, Equitable.
*Graham C. Wells, Northw'rn Mut.	*J. R. Russell, Prudential.
*E. H. Dermitt, New England Mut.	*R. A. Clark, Phoenix Mutual.
*B. H. Lightfoot, Prov. L. & T.	I. F. Harris, Washington.
*W. S. Huntley, New York Life.	R. C. Oehmler, Germania.

SAN FRANCISCO LIFE UNDERWRITERS' ASSOCIATION.

Delegates—	Alternates—
Henry K. Field, New England Mut.	C. M. Smith, Northwestern Mut.
G. M. Stolp, National.	W. H. Dunphy, Home.
J. B. Day, Washington.	Fred H. Beaver, Pacific Mutual.
John Landers, Manhattan.	Charles A. McLane, New York.
W. C. Leavitt, Union Mutual.	W. A. Jacobs, Germania.

STATE OF MAINE ASSOCIATION OF LIFE UNDERWRITERS.

Delegates—	Alternates—
N. L. Hildreth, State Mutual.	F. H. Hazelton, Equitable.
*George P. Dewey, National.	T. S. Burns, New York.
F. Brunel, New England Mut.	J. B. Brackett, Washington.
*Howard Gould, Equitable.	T. E. McDonald, Equitable.
*Arthur H. Gould, Equitable.	S. F. Tufts, New York.

TENNESSEE ASSOCIATION OF LIFE UNDERWRITERS.

Delegates—	Alternates—
*Blasco Hindman, Mutual.	*F. W. Smallman, Mutual Benefit.
*T. C. Thompson, Mutual Benefit.	G. D. Raine, New York.
E. M. Drewry, Aetna.	T. J. Taylor, Phoenix Mutual.
J. A. Youell, Union Central.	C. W. Biesce, Equitable.
Gideon Ledsinger, New York.	R. S. Faxon, Northwestern Mut.

WISCONSIN ASSOCIATION OF LIFE UNDERWRITERS.

Delegates—

*James S. Norris, Phoenix.
 *Thomas H. Bowles, Mutual.
 *C. A. Noyes, Michigan Mutual.
 *D. E. Murphy, Northwestern Mut.
 *James B. Estee, National.

Alternates—

*T. H. Taylor, Provident L. & T.
 *M. N. McLaren, Travelers'.
 *A. C. Becker, New York.
 *F. L. Wilson, Mutual Benefit.
 *George Wolke, Metropolitan.

Others present: Ira J. Mason, Aetna Life, Chicago; L. E. Gage Pratt, Mutual Benefit, St. Paul; J. H. Strong, United States, Chicago; John G. White, W. E. Thompson and Bruce Whitney, Milwaukee; Sam Fowler, Chicago.

Insurance Press: Max Cohen, *Views*; A. H. Huling and C. F. Howell, *Argus*; S. Ellis, *Investigator*; Charles A. Jenney, *Weekly Underwriter*; T. C. Oviatt, *Intelligencer*; W. E. Underwood, *Gazette*; Young E. Allison, *Insurance Herald*; George W. Hayes, Jr., *Monitor*; Charles A. Hewitt, F. L. Miner, *Insurance Post*; A. E. Harrell, *Chronicle*; F. A. Durham, E. N. Hopkins, *Review*; Frank Leavenworth, *Indicator*; G. L. McKean, *Independent*; H. C. Martin, *Rough Notes*; H. E. Roberts, *Surveyor*; Ira S. McNeill, *Insurance News*; George W. Hatch, *Insurance Age*; A. J. Flitcraft, *Life Insurance Courant*; Norman Kellogg, *Black and White*; D. W. Wilder, *Insurance Magazine*; C. M. Ransom, R. M. Buckman, THE STANDARD.

The ladies present were: Mrs. Ben Williams and Mrs. George R. Leonard, Chicago, Ill.; Mrs. Tilden Blodgett, Mrs. W. M. Sperry and Mrs. Charles A. Jenney, New York City; Mrs. F. H. Leavenworth, Detroit, Mich.; Mrs. J. W. Pressey, Rochester, N. Y.; Mrs. Charles D. Jacobs, Louisville, Ky.; Mrs. Collin Ford and Mrs. E. W. Jewell, Cincinnati, O.; Mrs. Louise A. Starkweather and Miss Gertrude Hall, St. Louis, Mo.; Miss N. D. Kimberlin, Milwaukee, Wis.; Mrs. Theodore C. Wadsworth, St. Paul, Minn.; Mrs. Ira Stuart McNeill, Boston, Mass., and Mrs. C. W. Gould, Philadelphia, Pa.

CONVENTION COMMITTEES.

General Committee of Arrangements—Henry S. Fuller, chairman; James B. Estee, Thomas H. Bowles, J. E. Briggs, James S. Norris, D. E. Murphy, G. J. Pammell.

Entertainment—Thomas H. Bowles, chairman; C. A. Noyes, George Pick, James B. Estee, George Wolke, C. N. Haley, M. N. McLaren, Jr., J. G. Albright, Harry S. Fuller, T. Herbert Taylor, John J. Hosch, W. A. M. Smith, E. B. Naish, James Reid, Charles Barke.

Transportation—James S. Norris, chairman; J. G. Albright, Benno Leyser, Frank L. Wilson, G. J. Pammell.

Finance—D. E. Murphy, chairman; James Reid, H. J. Rathke, C. A. Noyes, Frank L. Wilson.

Press and Printing—James B. Estee, chairman; W. H. Surles, E. S. Andrews, Charles Barker, George D. Reid.

Speakers and Invitations—Harry S. Fuller, chairman; Charles E. Crain, F. G. Burgess, R. H. Clark, M. N. McLaren, Jr.

Hall and Hotels—J. E. Briggs, chairman; C. J. Coughlin, E. L. Durant, F. J. White, J. H. Walrath.

Entertainment of Ladies—Bruce Whitney, chairman; R. H. Clark, A. B. Newman, P. J. Nolan, J. E. Briggs.

Reception—M. N. MacLaren, chairman; D. E. Murphy, J. E. Abbot, James S. Norris, J. C. Crawford, F. W. Koning, J. I. Behling, G. A. Bailey, James A. Halsey, H. J. Rathke, E. S. Andrews, E. K. Swigert, F. J. Mussman, W. E. Van Alton, Benno Leyser, J. M. L. Donaldson, C. B. Gulle, S. D. Wyatt, W. G. McNair, Gus Schrage, T. L. O'Brien, C. T. Appleyard, E. D. Stewart, D. N. Cameron, Henry Walk, A. C. Grant, J. C. Camp, J. F. Schindler, Jno. G. White, William Bollow, Fred W. Allen, E. M. Post, H. A. Hobart, A. C. Becker, W. H. Bloomer, Jacob Zimmer, H. W. McMillen, Charles B. Stumes, Howard Morrison, H. F. Fehlandt, C. J. Moll, G. J. Pammel, A. F. Kayser, A. F. Sommer, H. S. Elwell, L. W. Shakshesky, Edward Madden, M. C. Gray, G. P. Hewitt, C. L. Wells, William Peglow.

Mr. J. F. Makley of New York—Have we two Biscoe Hindmans? He seems to be on two delegations.

Mr. Shideler—If I am not mistaken, the report of the committee shows that one individual represents two different associations.

The President—That has already been called to the chair's attention. Gentlemen, without objection, the committee on credentials will be continued, Mr. Swift, Mr. Sutton and Mr. Johnson. The report shows present 76 delegates and 22 alternates, making a total of 98 delegates and alternates. The question has been raised as to one man representing two associations. That is contrary to the constitution. Mr. Hindman will have to decide which of those two delegations he wishes to represent.

Mr. Biscoe Hindman of Louisville, Ky.—Mr. Chairman, when the delegates were elected from Tennessee and also from Kentucky I had the honor of being named as a delegate from each state. I was not aware, neither was the association at the time, that there was anything in the constitution contrary to representation of that kind; nor were some of the officers of the association aware that there could be objection to it. I yield very gladly to the decision of the chair that it is not regular, and being chairman of the Kentucky delegation I will remain on the Kentucky side. [Applause from the Kentucky delegation.]

The President—The secretary will please note the withdrawal of Mr. Hindman as delegate from the Tennessee Association.

When the secretary had noted the withdrawal of Mr. Hindman the president arose and addressed the convention as follows:

Gentlemen: It affords me much pleasure to welcome you to our eighth annual convention. When I see before me the leading representatives of our profession, assembled from all parts of the United States—from Maine to California, from Vermont

to Texas—I know that we are justly entitled to the name of the National Association of Life Underwriters, a body in which every insurance man counts it an honor to be a member.

Rome was not built in a day. The National Association of Life Underwriters, while only in its eighth year, has done a magnificent work. Through the influence of the local and National Association life insurance within the last decade has gone through an evolution which no one believed was possible. Results have been achieved, things seemingly impossible accomplished.

Life insurance as it is today is the highest and most successful system of benefaction and investment ever known to the world; the policy has guarantees so liberal that the wisest men deem it the best and safest investment to be had. This is only a practical demonstration of an admitted axiom of social science, "That isolated life is feeble and restricted, and that association is essential to development of all the powers and possibilities of the individual."

How have these wonderful results been accomplished? By having good leaders and an abiding faith in our work, but most and above all by the energetic work of the field men. How did we obtain the "stars and stripes," the national emblem of the grandest nation ever known to man? While we needed a Washington and a Lafayette, the victory was won by each soldier in the ranks doing his duty, feeling that as he received he must also give the magic touch of elbow to elbow. What would Perry say today, could he see the navy of the United States? What would the architect and builder of one hundred years ago think, were he called on to inspect the modern skyscraper? How would Fulton view the ocean palaces now used in travelling our waters? What would Franklin say were he to see the appliances of electricity?

When we compare the daily papers of Colonial time with those of the present, we again realize in all its magnitude the advantage of co-operation. Public opinion rules the modern world, and the associated press has been the chief factor in moulding and directing this invincible power. The insurance press has also done a noble work and renders incalculable assistance to all interested in insurance.

How have all these discoveries and creations in the material and scientific world been accomplished? Only by patient, faithful and associated effort. When we turn to our profession, the progress and advancement equal and even excel that in any

other calling. The grand monument of life insurance has been built by the earnest and persistent work of the agent, who by his unquestioned integrity, education, social position and standing, adds to it day by day. With such builders "this holy pyramid, representing as it does the purest earthly hopes and the sincerest affections of which men are capable", can but grow higher and stronger.

We are learning to look upon one another as co-workers, tollers in a great philanthropic movement to benefit our race. At such a period of prosperity, if we should find within our ranks one who has missed his calling, let us remember the profession does not make the man, but man the profession. In this world of ours we are prone to seek the confidence of men, but fail to trust our fellows. The moment we scatter the seeds of distrust we are preparing our own harvest, "For whatsoever a man soweth, that shall he also reap". We must have confidence in our co-workers; if we wish men to trust us, we must trust our colleagues.

Success alone comes from the united effort of individual enthusiasm well directed. As it is only by association that we come to appreciate the better qualities of our fellow-men, it behooves all true men to band themselves together and make a common cause against the evils of our business. This is the purpose of both our national and local associations. We have already done a grand work, but there is yet a great mission for us to fulfill. When we have learned to appreciate men at their true value, to distinguish the counterfeit from the genuine, then we will realize that no effort for good is ever lost.

The two great problems which demand the earnest and thoughtful consideration of the insurance world, are the evils of rebating and state regulation. Through the influence of this association rebating is on the wane and will soon become a thing of the past if each member will do his duty. In repeated interviews with the Hon. Thomas B. Reed, the anti-rebate referee, he has invariably voiced the sentiment of every student of insurance, that it only needed sincere co-operation to forever banish this "skeleton in the closet."

As for state versus national regulation, neither the public nor the agent have as yet realized the vastness and importance of this question. I only wish to call your attention to this subject, and I hope you will study it carefully, as it will, at no distant date demand solution. I have had frequent interviews, as well as correspondence with the officials of a majority of the leading

companies. While they have not committed themselves, they are fully alive to the importance of this problem. When we consider the ineffectiveness of state supervision and the abuses to which it is liable, it would seem that federal regulation is a necessity. As we all know, in several instances, state officials have openly and wantonly abused the power which was intrusted to them, seeking to advance their own interest at the cost of the policyholders, whom they were elected or appointed to serve.

I cannot close this address without paying a tribute to the memory of one who was with us one year ago in Washington, whom to know was to love, his cordial grasp and genial smile making him a welcome guest at any and all times. Benjamin S. Calef, our president of one year ago, chairman of our executive committee for two years, an untiring worker in the local as well as the national association, always ready with his mind, his heart and his pocketbook to advance the cause in any way, is not with us today. I know that we can well quote his words of one year ago: "There are many here today whose hearts are filled with emotion when they recall the memories of years long past." Little did he realize that he would not be with us on this occasion when he said: "If, at the close of this century, we could survey the progress of life insurance from its beginning, with the keener insight and wider range of thought which such a retrospect would give, we should see far more clearly than we can today." Little did he think at that time that he would never again see the loving cup—which his forethought so generously gave to the national association—presented to the successful literary competitor.

Col. George P. Haskell, twice chairman of our executive committee, one of the original members of the New York Association, a faithful worker and a true friend, and Mr. C. C. Hine, a landmark of insurance journalism, have both been laid to rest during the past year. Never before has the cause of life insurance lost three as prominent men in one year; let us pause one moment. Who will be missing from our ranks one year hence?

Gentlemen, I wish to impress on your minds the reality of the vocation in which we are engaged; the seriousness of our task in getting men and women to think of the future. Let us realize our opportunities and strive by our association with men, not only to get them to lay aside money for themselves and their families, but also to help them in cultivating the best that is in the mind and heart. Thus, gentlemen, will we best serve the noble cause of life insurance, and faithfully perform our duty as

members of both the local and the National Association. [Great applause.]

The President—Gentlemen, the next question before the convention will be the reading of the minutes of the previous convention.

Mr. Sutton—I would like to ask if it is absolutely necessary to read those minutes.

The President—Without a motion to omit reading them it is.

Mr. Sutton—I move that the reading of the minutes be dispensed with and that they be spread upon the secretary's report.

The President—I understand that you also embody in that motion that they be adopted.

Mr. Sutton—Yes, sir.

Mr. Sutton's motion was then put and carried.

The President—The secretary has some letters of regret and telegrams which you will now hear.

The secretary then read the following :

D. S. Hendrick, President National Association of Life Underwriters, Hotel Pfister, Milwaukee, Wis. :

Am sorry it is impossible for me to be with you. Accept my best wishes for a successful and profitable meeting, and remember me kindly to all present.

E. H. PLUMMER, Philadelphia, Pa.

E. W. Christy, Secretary :

I regret not being able to be present at convention.

I. L. REGISTER.

The Secretary—There was also a telegram received from Mr. Holden, but it is not here. I thought it was among my papers, but I have left it at the hotel. You will notice that our friend from Washington, Mr. Simon Wolf, is on the programme for an address tomorrow. I knew of his illness, and consequently telegraphed him, requesting that he forward me a copy of his address, and I would see that it was read tomorrow by a substitute. I am now in receipt of the following telegram :

E. W. Christy, Secretary National Association of Life Underwriters:

Owing to sickness, paper was not completed. Will finish for publication. Success and best wishes to one and all.

SIMON WOLF.

Consequently, gentlemen, Mr. Wolf's address will be published and you will all have the pleasure of reading it later.

The President—I understand the chairman of the entertainment committee wishes to make an announcement.

Mr. Thomas H. Bowles of Milwaukee, Wis.—[Great applause.] Gentlemen, it would take more of an orator than myself to sustain such a tide of enthusiasm as you have given the Wisconsin Association at this moment; and in response to that enthusiasm I am more than pleased, as chairman of the entertainment committee, to advise you of our limited efforts in making up a little programme, which we hope will be a pleasure to the visiting delegates, members of the insurance press and other friends who are with us on this occasion.

I would say, concerning the two entertainments, which I will read in a moment, that all ladies with the delegations and all friends, the insurance press and others, who are in the city, will be included in the drive this afternoon and to the theatre party this evening; so we wish you all to feel that you are cordially invited to accept these hospitalities extended to you by the Wisconsin Life Underwriters' Association. [Applause.] We will give you a coach and carriage drive, leaving the Hotel Pfister promptly at 2.30. It will be impossible to take you, gentlemen, to all of the great places in Milwaukee. It has been said, and I believe the statistics will prove the fact, that we have the largest engine manufactory here in the world. We will not be able to take you there. We are pleased to tell you that Milwaukee has the most extensive tanneries in the world. We will not be able to take you there; but looking over this vast audience and discovering something of an expression of thirst upon the faces, I am more than pleased to say to you that we will have the pleasure of taking you to the greatest brewery in the world, the Pabst brewery. [Great applause and laughter.] After that we will drive to different parts of the city, out through our parks and to the Country Club, where we will remain for three-quarters of an hour and get a few refreshments, and then return to the Hotel Pfister, endeavoring to get back promptly at 6 o'clock, so as to give you, gentlemen, an opportunity of getting dinner and making any change in your toilet that you may desire before taking the electric cars, which have been chartered for this occasion to take you from the Pfister Hotel over to the Davidson Theatre, to hear that very interesting and, I am told, fascinating entertainment given tonight, "Miss Frances of Yale." I am glad that the announcement seems to please my friend, Mr. Wilkes of St. Paul so heartily.

Just two points I wish to impress upon you are that you will be ready promptly at half-past two for the drive, and also promptly ready to take the cars at a quarter to eight this evening.

The President—Gentlemen, I understand that the transportation committee wishes to give us some information, and we would like to hear from Mr. Norris, the chairman of that committee.

Mr. James S. Norris of Milwaukee, Wis.—As chairman of the transportation committee I wish to announce that Mr. Ashbrook with myself will stand at the door and receive your certificates as you go from this hall. If you have not them with you now you can hand them to us any time during the day or tomorrow morning. Just as soon as possible give them to us, if you please.

The Secretary—I desire to announce that the name of William H. Dyer of Boston has been added to the list of delegates of the Nebraska Life Underwriters' Association. [Laughter and applause.]

The President—When we know a man is sturdy and true and has stood the test of many of the temptations of life, and has overcome them all, has been really and truly the grandest factor in this work of ours, the father, and more especially the grandfather, of this National Association, I know that each and every one here will agree with me when I say that nothing could give us more pleasure than we will have this morning in hearing from Col. Ransom. [Vociferous applause.]

Mr. James Yereance of New York—Mr. President, I move that the convention rise as we greet Col. Ransom.

The convention then rose in a body and gave three cheers for Col. Ransom, with cries, of "What's the matter with Col. Ransom? He's all right."

Col. Ransom—*Mr. President and Gentlemen*: Your committee on speakers for this occasion not only requested but commanded me to write a paper and to read it here on such a subject as they might select. Let me say that the paper is purely historical. I doubt whether I have the voice sufficient to reach the extent of this room or to read the whole of the paper which I have very hurriedly, and I must say somewhat imperfectly, prepared. [Cries of "Read!" "Read!" "Go ahead!" from different parts of the hall.] Now, gentlemen, I have a suggestion to make to you. Fearing I might not be with you on this occasion, or if present, not be able to reach you all in this hall, I have had this paper printed in pamphlet form, and my suggestion is that it be distributed among you and I be relieved from the labor and inconvenience of reading it to you. [A voice—We will think it over.]

If you do this you will save much time, for the executive committee is now due to meet at the Pfister. [Cries of "Read it; go on."]

Mr. Richard E. Cochran of New York—I suggest, while I would enjoy very much hearing Brother Ransom read his paper, that the idea suggested by him be carried out and that we relieve him of the necessity of reading this paper, and have it distributed among us.

Col. Ransom—That will greatly relieve me, and greatly please me as well, if you will do so, gentlemen.

Mr. Cochran—I make that as a motion, that at the request of Col. Ransom we relieve him of the necessity of reading this paper, and will consider it a favor if he will allow us to have it in printed form.

Mr. Cochran's motion was seconded by delegates in all parts of the hall, and on the question being put it was unanimously carried.

Col. Ransom then continued as follows :

Now, I wish to most heartily thank you for the cordial greeting you have given me and for this extreme kindness on your part. [Great applause.] If these young men will now distribute this paper they will also confer a favor upon me, and in doing so they can also distribute the address of the president. Gentlemen, I thank you most cordially for your manifestations of esteem and good-will.

The paper, which was then distributed, was as follows :

ORIGIN AND GROWTH, PRESENT AND FUTURE OF LIFE UNDERWRITERS' ASSOCIATIONS.

Mr. President and Gentlemen: The topic assigned to me is one which can only be treated in a most general way within the limits of an address on an occasion like the present. To write the history of life underwriters' associations as it should be written would involve a treatment which, however interesting it might be, would exhaust the patience of this convention.

I cannot better introduce my remarks than by saying that the first life underwriters' association was organized in Cincinnati, Ohio, in 1872, at my instigation, as stated in the Cincinnati *Enquirer* in a report of a banquet extended to the executive committee of the National Association of Life Underwriters by the Cincinnati Association of Life Underwriters last May.

It will be seen from the foregoing how difficult it will be for me to write of the origin and history of life underwriters' associations correctly without making it, in a considerable degree, a history of personal effort, as from that date down to the present time I have never lost interest in the idea of associated effort among life insurance men nor ceased to labor in behalf of its advancement.

The idea of association among life agents was first suggested to me in 1870 by the demoralized condition of the agency business in Cincinnati and elsewhere. It was not until 1872, however, that the efforts expended in trying to induce agents to organize were successful. During that year the agents in Cincinnati, realizing that something should be done to overcome demoralization, got together and launched the Cincinnati Association of Life Underwriters. As stated above this association was the first of its kind, and in its initiatory stages bid fair to be productive of much good to the business of life insurance. Later in that year the example of the Cincinnati agents was followed by Cleveland agents and the Life Underwriters' Association of Cleveland was formed.

In 1873 the idea of co-operation between these associations, on a larger scale, was discussed, and in February of that year a joint committee from the Cincinnati and Cleveland Associations met in conference at Columbus for the purpose of effecting a state organization. This movement was successfully carried out and the state association formally organized at Columbus in April, 1873. As in the case of both the Cincinnati and Cleveland Associations, the state association undertook to regulate rebating and control the business practices of its members by hard and rigid rules. The whole idea at that time—which experience has proven to be a mistake—was to organize for the purpose of extreme action. But trouble appeared very early, and in March, 1873, even before the organization of the state association was completed, the elements of disintegration manifested themselves at Cleveland, where one of the members of the Cincinnati Association was charged with violating its rules by giving a rebate. The Ohio Association, nevertheless, continued to exist until 1876. The last record of the state association is a published account in the Baltimore *Underwriter* of its annual meeting at Put-in-Bay, O., in June of that year.

From that date the state organization, as well as the local associations at Cincinnati and Cleveland, seemed to have ceased to exist by default. The cause, undoubtedly, was excessive

ambition on the part of members to effect much-needed reforms by stringent legislation, and a constitution and by-laws too exacting to secure harmony. The early Ohio associations made the mistake of assuming at the start that their pathway was to be a troublesome one, and provided in advance, by their constitution and by-laws, for meeting this expected contingency.

Notwithstanding their failure the Ohio associations were instrumental in doing away with many bad practices in field work, thereby greatly benefitting the business of life insurance in that state, and to the members of those associations who contributed toward these results due credit should be given.

The example set by Cincinnati agents, and the publicity given their meetings in the Baltimore *Underwriter*, seems to have united agents in other localities. In April, 1873, an association was organized at St. Joseph, Mo., called "The Life Underwriters Association of St. Joseph, Northwestern Missouri and Doniphan County, Kansas." This association existed only for a brief period. In the latter part of the same year an attempt was made to start an association at Richmond, Va., but although a meeting of agents was held, this movement never got beyond the stage of organization. About the same time agents in Memphis, Tenn., organized an association, which likewise proved of short duration.

In 1874 a more ambitious effort was made to organize an association covering the southern states. In the Baltimore *Underwriter* of July 16 and 23, and Aug. 6 and 13, 1874, a page advertisement was published free of charge, calling "upon all the agents and general agents in the southern states to meet in convention at Bath Alum Springs, Va., Aug. 19, 1874." The meeting was attended by delegates from seven states—South Carolina, North Carolina, Virginia, Maryland, Georgia, Tennessee, and West Virginia—and an organization was effected under the name of the Life Underwriters' Association of the Southern States.

Another meeting of this association was held in July, the following year, at Beersheba Springs, Tenn., but the same causes which undermined the associations in Ohio were operative here, and the association soon ceased to exist. It may be said also that there was a want of proper interest, due to the fact that members were so widely scattered.

This completes the history of the earlier associations. For the facts in connection with this early record, I have refreshed my memory by reference to the files of the Baltimore *Under-*

writer, which was then published by the firm of Bombaugh & Ransom. The *Underwriter* at that time, pursuant to a promise made the Cincinnati agents if they would organize an association, published full and complete reports of all its meetings as well as of those of other associations.

The next movement to organize a life underwriters' association was inaugurated in Boston in 1883, seven years after the demise of the Ohio State Association. The Boston Life Underwriters' Association was organized April 18 of that year, at a meeting held in the office of THE STANDARD, of which paper I became publisher in 1878. The Boston organization has been conceded to be the first successful life underwriters' association ever organized. With the inauguration of that movement in Boston began the steady spread and development of the association idea which today is so universally recognized as an essential element in the successful prosecution of the life underwriter's vocation. It would be impossible to go into the details of the history of the Boston Association, or of any of the other associations which have contributed to the advancement of the life agent's work. To do so would recall much that is interesting to me, as I have personally assisted in the organization of many of them, but the brevity and conciseness which the present treatment of the subject imposes leads me to confine myself to presenting a chronological list of the forty-five local associations which have been organized since the Boston Association in 1883:

Pittsburg Life Underwriters' Association, March, 1886; Michigan Life Insurance Agents' Association, October, 1886; Minnesota Association of Life Underwriters', November, 1886; Life Underwriters' Association of Western New York, November, 1886; Life Insurance Association of New York, January, 1887; Maine Life Underwriters' Association, June, 1887; Philadelphia Association of Life Underwriters, December, 1887; Kansas City (Mo.) Life Underwriters' Association, October, 1888; Life Underwriters' Association of Chicago, December, 1888; Cleveland Association of Life Underwriters', April, 1889; New Hampshire Life Underwriters' Association, May, 1889; Nebraska Life Underwriters' Association, February, 1890; Life Underwriters' Association of Cincinnati, May, 1890; Vermont Association of Life Underwriters, June, 1890; Connecticut Life Underwriters' Association, October, 1890; Life Insurance Association of the Carolinas, December, 1890; St. Louis Life Underwriters' Association, January, 1891; Indiana Association of Life Underwriters, January, 1891; Wisconsin Life Insurance

Agents' Association, May, 1891; Life Underwriters' Association of Eastern New York, July, 1891; Texas Life Underwriters' Association, March, 1892; Life Insurance Association of New Jersey, June, 1892; Life Underwriters' Association of Kentucky, August, 1892; Georgia Association of Life Insurers, September, 1892; Virginia Association of Life Underwriters, February, 1893; Denver Association of Life Underwriters, April, 1893; Iowa Life Underwriters' Association, July, 1893; Life Underwriters' Association of the District of Columbia, April, 1894; Life Insurance Association of Tennessee, April, 1894; Alabama Life Insurance Agents' Association, May, 1894; Topeka (Kas.) Life Underwriters' Association, June, 1894; Life Underwriters' Association of Western Massachusetts, September, 1894; San Francisco Life Underwriters' Association, March, 1895; Minneapolis Association of Life Underwriters, July, 1896; Arkansas Association of Life Underwriters, August, 1897.

In addition to the above, associations have also been organized at the following places, but the exact date of such organization I have been unable to obtain: Baltimore, Md.; Providence, R. I.; New Orleans, La.; Tennessee and Alabama; Decatur, Ill.; Chattanooga, Tenn.; Salt Lake City, Utah; Waco, Tex.; Sioux Falls, S. D.

As already stated, this comprises a total of forty-five associations organized during the past fourteen years. These associations today represent a membership of about 1,500, composed mostly of managers and general agents of life insurance companies who have in their employ about 5,000 agents and solicitors, making practically about 6,500 field workers brought within association influence.

Some of these associations have ceased to exist for the same reason which caused the disintegration of the earlier associations, simply demonstrating anew that the success of association effort depends largely on maintaining high and honorable practices through the medium of social intercourse, in the cultivation of friendly and fraternal relations, and not by restrictive legislation.

At the time of the organization of the Boston association, and subsequently in the organization of other local associations, the final goal looked forward to was the organization of a National Association. In 1890 the time seemed ripe to inaugurate this important movement. The first definite action in this direction was taken at a conference held at the Parker House, Boston, April 8, 1890, between representatives of the Boston, New York and Philadelphia associations. The following gentlemen were

present: Messrs. D. N. Holway, George N. Carpenter, William H. Dyer, C. W. Holden, D. W. Kilburn, Darwin Barnard and C. M. Ransom of Boston; Messrs. Gilford Morse, Tilden Blodgett and George F. Hadley of New York; Messrs. E. H. Plummer and F. A. Howard of Philadelphia.

As a result of this conference Messrs. Blodgett, Plummer, Holway and Ransom were chosen as a committee to issue a call for a national meeting to be held in Boston, June 18, 1890. Fourteen associations sent delegates in response to this call. It is most fitting at this time that the names of these fourteen associations should be mentioned. They were: Baltimore Life Underwriters' Association; Boston Life Underwriters' Association, Chicago Association of Life Underwriters, Cleveland Life Underwriters' Association, Life Underwriters' Association of Nebraska, Life Insurance Association of New York, Life Underwriters' Association of Western New York, Maine Life Underwriters' Association, Michigan Life Insurance Agents' Association, New Hampshire Life Underwriters' Association, Philadelphia Association of Life Underwriters, Pittsburg Life Underwriters' Association, Providence Life Underwriters' Association, and Vermont Association of Life Underwriters, comprising all that had been organized up to that time.

After a two-days session the delegates adjourned, having completed in a most satisfactory manner the organization of the National Association of Life Underwriters. An important feature of the convention was the work performed by the committee on constitution and by-laws, consisting of Messrs. Joseph Ashbrook, C. H. Ferguson, Gilford Morse, J. F. Huntsman, M. Early, George P. Dewey and E. A. Spencer. The committee expended a vast amount of labor in preparing this document, realizing how closely it would bear on the future of the association. It was intended to provide an organization which would allow freedom of discussion on topics pertaining to agency work, rather than to create machinery for useless legislation. In drafting Article V, which in recent years has occasioned so much discussion by parties having little or no interest in the affairs of the association, it was intended to impose upon the executive committee, which it was supposed would be composed of the best representative men in the national body, the labor of considering the merits of resolutions and propositions presented at conventions, with a view to saving the time of the delegates from useless discussions of measures productive of no good, leaving, however, in the hands of the association itself, the right at any

time to call up any question for immediate discussion without reference to the executive committee. The wisdom of this article has been verified in numerous instances.

The constitution and by-laws adopted in Boston were slightly amended at the convention held in Cleveland in 1893, since which time no changes have been made.

As had been predicted, the organization of the National Association acted as an immediate stimulus to the organization of local associations, and at the second annual meeting the membership was increased by nine new associations. Since the organization of the National Association, the growth of local associations has been greatly accelerated. From the organization of the Boston Association in 1883 to the organization of the National Association in 1890, a period of seven years, thirteen other associations were organized. During the seven years which have passed since the organization of the National Association thirty associations have been organized, more than double the original number. Some of these associations are not now active, but with few exceptions all are in a healthy state and are doing good work in the cause of genuine life insurance.

Annual meetings of the National Association have been held as follows:

At Detroit, June 17 and 18, 1891, at which twenty-three local associations were represented by delegates.

At New York, Sept. 21, 22 and 23, 1892, at which thirty associations were represented.

At Cleveland, Sept. 6, 7 and 8, 1893, at which twenty-seven associations were represented.

At Chicago, Ill., June 20 and 21, 1894, at which thirty-six associations were represented.

At Philadelphia, Oct. 23, 24 and 25, 1895, at which twenty-nine associations were represented.

At Washington, Oct. 27, 28 and 29, 1896, at which twenty-nine associations were represented.

Of the officers who have faithfully and intelligently served the National Association the following are deceased: Col. George N. Carpenter, first president of the association; Mr. William Ratcliffe, treasurer, 1890-1894; Maj. Ben S. Calef, president, 1895-1896, and Mr. George P. Haskell, chairman executive committee, 1893-1895.

The number of local associations does not appear to be as important a factor in this advanced and elevating movement as the character of the membership, which should be of the highest

order of intelligence and loyalty to correct principles and the best interests of associated effort. In this connection it is proper to state that as a rule the editors of the insurance papers have favored these meetings with their presence, and many of them have devoted much space in publishing the proceedings and in other ways contributing to the advancement of both the local and the National Associations, and that an official report of each convention separately has been published in book form by The Standard Publishing Company.

The good work of the Ohio and Southern Associations in trying to abolish the practice of rebating has been taken up, although not in the form of legislation, by these associations. The first attention given the matter was in Boston, when all the general agents who were members of the local association signed an agreement among themselves not to offer or pay a rebate as an inducement to secure insurance, but each one was given the privilege of rebating to any extent in competition with agents not representing companies whose general agents were members of the association. Following the signing of this agreement the Boston Association was instrumental in securing the passage by the Massachusetts legislature of an anti-rebate law—the first passed by any legislative body in this country—the wording of which is doubtless familiar to most of the members of this body. Since that time the associations of nineteen other states have been the means of securing the passage of similar laws, making twenty states in all in which, under the law, rebating is a criminal offence for the agent, and in some states for both the agent and the applicant.

It should be stated in this connection that the movement to secure an anti-rebate agreement among the companies was inaugurated by the National Association, which had the work well in hand, the final result of which was the called meeting of the life insurance companies in New York at which was adopted that compact which has proven so effectual a bar to the operations of unprincipled agents whose only means of securing business is by offering rebates. Since the adoption of this agreement the National Association, as well as the local associations, have been its most loyal supporters.

Another very bad practice which had crept into the business was the distribution of anonymous and scurrilous circulars misrepresenting the methods and standing of competing companies, oftentimes much to their disadvantage. This practice, it is safe

to say, has been almost entirely done away with through the moral sentiment created by the fraternal feeling and friendships growing out of better acquaintance of the agents with each other. The result of this has been an earnest effort to upbuild the great system of life insurance as a whole, instead of, as in former days, trying to tear down competing companies in order to build upon their ruins, and today instances are not infrequent where agents cheerfully assist each other in securing applications.

Other improvements, too numerous to mention, over former practices have been brought about through the influences of association work, which improvements are quite familiar to those engaged in the honorable business of life insurance. At no time during the history of life insurance in this country has the character of the men engaged in the business been of so high an order or the practices so honorable as they are at the present time. This statement contains more force from the fact that it is generally conceded that the standard among business men today is not as high as in former days. To life underwriters' associations is due the credit of having brought about this greatly improved condition among managers and field workers.

In the early history of life underwriters' associations there was some little fear manifested on the part of the officers of companies lest an attempt might in time be made to interfere to a greater or less degree with the home office management, but that feeling has long since subsided, and today the associations have the hearty co-operation of these very officers. In some cases they even go so far as to request, if not demand, that their representatives become members of life underwriters' associations, if there is one accessible, and the officers are frequently guided in their selection of representatives by the fact of their membership in these associations. Time has demonstrated that there was no disposition on the part of the association to in any way dictate to, or interfere with the duties of the executive officials. In fact, the officers have given the association their sanction and approval by attending local and national meetings and furthered their interests by making addresses favorable to the advancement of association work, and in other ways encouraged the efforts of members. The social intercourse which has occurred between them has been the means of creating more friendly feelings between the executive and field forces than existed in former times.

Another point which it is well to mention is that as the result of association effort the methods of doing business have been

greatly simplified, and at no time in the past has it been less difficult for life insurance agents to approach and interest the great insuring public. Not only has the personnel of the agents' forces improved, but the change which has taken place in the public mind in its attitude toward those pursuing the high and honorable calling of life insurance solicitors has been most marked. Through the opportunities which these associations have afforded to meet men of other callings in a social way at the gatherings of local and national associations, the doctrine of protection to the home has been liberally spread abroad and a general elevation has taken place in the public estimation of the men engaged in the business.

In speaking of the present of life underwriters' associations, I have necessarily alluded in the most general terms to a few of the advantages conferred, and the position which they occupy today. In this undertaking the old maxim, that in union there is strength, has been fully verified, and the men engaged in this business have learned to realize as never before the truth of that famous couplet:

"Honor and fame from no condition rise,
Act well your part, there all the honor lies."

At present the business of life insurance, supplemented as it has been by the high moral tone of life underwriters' associations, ranks second to no other human endeavor. It is recognized in all enlightened communities as an institution standing for all that is best and noblest in man's nature, and as one of the essential means which all men and women should take to safeguard the interests of those who are dependant upon them.

The *future* of life underwriters' associations depends upon the steadfastness with which this much-prized public confidence is maintained, and the maintenance of that confidence will depend upon the interest which the members of these associations manifest in their aims and purposes. As in all large enterprises loyalty to a common cause is an essential element of success. Loyalty to the association means strict adherence to those principles and practices which will continue to reflect credit upon all those who are toiling in the great field of life insurance.

The ultimate aim of life underwriters' associations is to bring all workers within the sphere of association influence. In putting these purposes into effect the lesson of the past will not be forgotten. All those means which have contributed to the upbuilding and purifying of the business will not be lost sight

of. Neither the local associations nor the National Association are legislative bodies. In the future as in the past their ends must be accomplished by suggestions, precept, and example. The social element incident to the frequent fraternal gatherings represent in so large a degree the success of life underwriters' association, as they do in all such organizations, that to neglect this element would detract very largely from their prosperity and place a check upon the successful prosecution of life insurance. The outlook today for life insurance is most fair and bright, and its future as well as the future of these associations, is largely in the keeping of the members of local bodies who are represented at this convention by delegates. There is a great and far-reaching responsibility resting upon the members of these associations, and they should spare no effort to protect the business of life insurance, as well as the associations, from the assaults of foes, whether they be within or without the walls.

To predict what the future of life underwriters' associations is to be would be simply to predict a growth of the work. There may be changes but they will be merely amplifications of what has gone before. The foundations are well and deeply laid, and it would seem strange if out of this noble structure, and out of the hearts and minds of the men who are today laboring for the advancement of the cause, there did not in the near future come an extension of organization work which would bring within its direct influence practically all of the men and women who are now engaged in propagating principles of sound life insurance. That is the aim of all who take an earnest interest in the question. If during the next decade association work takes the same strides as during the past decade, the field will then be well-nigh covered. But above and beyond the desire to see the association idea successfully carried out to its logical end should be the determination to relax no effort which will place the business of life insurance on the topmost pinnacle of fame, and which will thus enable the men who at present constitute the membership of life underwriters' associations to leave to their successors an inheritance of good work and of duty well-performed.

The President—Gentlemen, I have been requested to announce an invitation, which I know we will appreciate as a body and as individuals. The Layton Art Gallery, half a block away on this same street, has invited the convention as a whole and as individuals to make themselves personally and individually at home

there at any and all times during their stay in this city. [Great applause.]

Mr. Meyers—I move that we extend a vote of thanks to the trustees of the art gallery for their courteous invitation.

Mr. Meyer's motion was seconded and carried.

Mr. Dyer of Boston—I have a motion I desire to make and to refer to the executive committee. The motion is as follows:

Resolved, That so much of Article V of the constitution as refers to referring business propositions and resolutions to the executive committee, being the last five lines of that article, be and the same are hereby expunged and stricken from the constitution.

Resolved, further, That the executive committee shall consider the foregoing resolution and shall report on the same at 10.30 o'clock Thursday A. M.

The President—Without objection, gentlemen, the resolution as offered will be referred to the executive committee.

Mr. Dyer—That resolution covers two points. The first is to expunge from the constitution that part of Article V which refers things to the executive committee, and the second is instructing the committee to report tomorrow at 10.30 o'clock.

The President—Before adjourning I wish to call the attention of the executive committee to the request of the chairman that each and every member be present at the meeting after this adjournment, as we have several matters of importance to take up and we wish to get through with them as soon as possible.

On motion of Mr. Cochran the convention then adjourned until Thursday, Sept. 16, at 10 A. M.

WEDNESDAY AFTERNOON AND EVENING.

The Wisconsin Association entertainment committee took the delegates, their friends and ladies in charge in the afternoon, and with three tally-hos and thirty carriages covered the principle boulevards in the beautiful city of Milwaukee, inspected the immense Pabst brewery, and from there proceeded along the shore drive to the Country Club, where the whole party was photographed, and then given a sumptuous lunch. This club is beautifully situated and is a very popular resort for its members and their families. Returning the party was driven through the finest residential section of the city. After a 6 o'clock dinner at the Pfister Hotel, special trolley cars conveyed the entire party to the Davidson theatre,

where 150 seats had been reserved for the delegates and friends to witness the laughable comedy of "Miss Francis of Yale." After the theatre, supper was served at the Palm Gardens to the accompaniment of a Wagnerian orchestra. The Wisconsin Association fairly out-did itself in its magnificent hospitality.

SECOND DAY'S PROCEEDINGS.

MORNING SESSION.

The second session of the convention was called to order by President Hendrick at 10.50 A. M.

The President—Will the delegations in the rear of the room come as far forward as they can. Will the gentlemen in the rear of the room also please move forward. Each delegation will please keep to itself and have the banner where it belongs.

Gentlemen, Mr. Shideler is very impatient this morning but I suppose we will have to read yesterday's proceedings. The secretary will now read the minutes of yesterday.

Mr. Shideler—As the proceedings of yesterday are reported in full, are in print and appear upon the chair of each delegate, I move that the reading thereof be dispensed with.

The motion was seconded and carried.

The President—I would request, gentlemen, that every one who has a motion or resolution to make will put it in writing before rising to his feet. That is the rule of this association. It will save time, save trouble and make motions and resolutions much quicker and better understood. I trust that each and every member present will try to conform to that today. It will expedite business very much. The committee on credentials is in the room at the rear of the building—the corner back room. If there is any change in the delegations since yesterday I trust that the chairman of each delegation in which a change exists will attend to it at once. This is a very important matter that we wish to dispose of this morning. The rear room on the left as you go out from this hall.

Gentlemen, we all know that figures never lie. We all know that the actuary is an assistant that we are compelled to have. The president is not much without the actuary, all due deference

to the president. We will take great pleasure this morning by being instructed as well as pleased by hearing an address from a gentleman whom we all feel honored at having with us this morning, Mr. J. A. De Boer, actuary of the National Life of Montpelier, Vt.

Mr. De Boer was then led to the front of the platform by President Hendrick, amid great applause.

The President—I take pleasure in presenting Mr. De Boer of the National Life.

Mr. De Boer then read the following paper entitled "Public Opinion and Life Insurance":

Life insurance has already attained such age in the United States, has been utilized by so large a portion of the best elements in its population, plays so important a part in commercial exchanges and owns today a money value of such prodigious amount, that in some sense, it has become a public institution. At the same time it embraces so many individual hopes and private expectations and is the sole defense and fortress of so many American homes, as to make it, in a broader sense, not only the privilege but the duty of every responsible citizen. It is bound, therefore, to invite expressions of both public and private opinion, precisely like any other branch of business which affects large bodies of men. The relation of public opinion to life insurance deserves consideration from this most influential body of life underwriters. For, as every man connected with the business is directly interested in having his own company stand well before the people, so every man, who proposes to practice this profession, is indirectly interested in having the institution of life insurance itself, stand equally well. The continued prosperity of a part and the performance of its proper work by the whole, is perforce based upon the assumptions of public necessities and public confidence; I would almost say, as truly as the sufficiency of net rates depends on proper assumptions as to mortality and interest.

This introductory observation may seem to you to be most commonplace, but it deserves some honor for its antiquity and truth. There are many questions, interesting and important enough, it is true, which may properly engage your deliberations. For example, a proper surrender charge, the advisability of writing renewable terms, the uses of a temporary increase in commissions, the reduction of lapse profits, economy in the costs

of selection, a greater freedom in the admission of applicants, the adoption of three per cent as an elementary assumption; all these and many other questions are by no means adjusted to the satisfaction of all. But these are special problems requiring each its own solution according to local conditions. On the other hand, there are other questions of such a general nature that they touch all companies alike and all must share alike in the ultimate gain or loss of their solution, according to degree. For all our companies are bound together by some sort of general principles, and any deviation, on the part of some, from well-considered practice invariably disturbs the rest. So, also, any improvement in practice on the part of some eventually forces imitation by the rest, because public opinion passes its judgment in the case. Life insurance, as done by the companies which you represent, has hitherto won for itself a reasonably fair-minded opinion from the public. It is well to consider this as among its most productive assets and as deserving of the most careful husbandry. For this business will be done the more economically in proportion to the perfect nature of the average understanding about the business, upon which this opinion rests. The plea is for all-around honest work, nor need this involve too much instruction.

The Boston *Herald* editorially suggested a few days ago that not even in level premium life insurance did one man in ten know what he is getting or understand what he has. That is rather melancholy criticism, after all these years of expensive advertising, evolution of policies and improved solicitation. But then the article in question dealt with some post-mortem observations about Massachusetts assessmentism, and this, perhaps, gave deeper color to the observation than was intended. There exists no way of verifying this editorial ratio of public ignorance on the subject. It seems to me to be much over-stated, although it is lamentably true that much ignorance exists. This should not be so in the sale of such important contracts as life insurance policies, when the mind of the applicant should fairly meet the mind of the company, through its representative. Ignorance leads to waste, misunderstanding to dissatisfaction, chicanery to anger, and all combined to incorrect public impressions about the institution and its practitioners. This can have no other final result than damage to life insurance. The roads which lead to offices where life contracts are sold should be built broad, solid and straight.

A few years ago I had occasion to sum up a review of the

situation as it appeared to me at that time, in substantially the following words:

The feeling is not wanting, although action may be, that expenses must be cut down; that gambling risks must not be assumed; that policies must be kept upon a rational basis of mutuality; that solicitation must be made truthful; that false estimates, rebating, twisting and misrepresentation must be minimized; that funds must be handled as a sacred trust and that competition must settle down to a contest of economies. It is not a bad programme at all, except in one particular, the difficulty in carrying it out. It seems to appeal too seriously to principles and may, therefore, be criticised as non-contributive to the utilities of the business, precisely, I suppose, as an invasion of net rates, if too persistently made, contributes nothing to divisible surplus, nor to anything else.

Is it not a fair proposition to urge that the value of an insurance institution is to be measured not by the number of policies it never issues, but by the settlements which it actually makes? That a system of insurance should be rated by the public not by the inexpensive ease of getting in, but by the more expensive work of holding on, and, finally, of getting out? It is hard work to sell the average man a policy, but harder work yet to fairly make a contract with him. It is professional to call things aright and to make correct definitions, and, it seems to me, that fixed premium life insurance, as now arranged and sold in this country, will stand all the light and discussion that any man or set of men can give it. It has nothing to fear and everything to gain from plain words and honest practice, and everything to fear and nothing to gain from any other.

When the conclusion, as stated above, was made in 1894, I intended to suggest that some or all of the reforms as *outlined* would be in time exacted by the public. It is characteristic of our people that for a long time they acquiesce in what is done by the corporations which they create, but, after giving them ample opportunity to reform themselves, and no such improvement as they think necessary being made, they undertake the correction on their own account, not always with success. For all that it does not sound agreeable to me, when that time arrives, to hear some one say: "Hands off, bucolic legislator, thou art too ignorant to legislate for so delicate an interest as life insurance." The case is different, of course, when a political boss or professional law seller (whom Horace prospectively described as having thrice triple bands of brass about his soul),

undertakes to utilize the offices for personal gain. Then no protest too strong, no criticism too scathing, can be framed to resist his advance. Opposition to such attacks should be stoutly opposed by you and the home office people, in the name of the policyholders and of all who have any regard for the decencies of public administration as a sacred trust. The country usually borrows its large legislation from the town. I recall an instance in 1896 when a rural legislature had presented to it a bill, which, if enacted, had required the companies to make return to the several town clerks, on or before a certain date in every year, of a list of their policies, together with a statement of their values. The idea was to place these values in the grand list and tax them, a most wonderful conception of applied equity, excelled only in 1827, when the same legislature did actually prescribe that 6 per cent of the profits of a mutual fire insurance company should be paid into the treasury of the state. Up comes a lawyer from the city, inquiring: "Have you seen the bill, and what can be done about it?" He was advised to return home by the next train without having undertaken to influence legislation in any way. And what of the bill? Why it had its conception in the mind of an honest man, a master of arts, a fairly well equipped lawyer, familiar with public affairs for more than thirty years. He had no axe to grind, no ox to gore, no other motive in the world except of equalizing taxation. Life insurance had failed to get hold of him all these years. He was an uninstructed, unintelligent man upon that subject. When the question was taken up with him on its merits, he himself volunteered to request the committee in charge of the bill not to report it to the house. The experience suggests, however, the annoyance, expense and even grave dangers which threaten life insurance companies when legislative opinion cannot be thus influenced. The danger from oppressive legislation and ignorant supervision is best insured, a long period of time being considered, by making public opinion sound. In that work the agent plays an important part. He stands between the companies and the public, a go-between, an occupation always held in respect by the people from the earliest days. At the same time he qualifies the work of his home office, because a thoughtful, vigorous, successful field man will there be heard with consideration, and rightly so. Yet I have heard an agent affirm that he was working at a disadvantage in not being allowed the same use of methods as his competitors. He was at a disadvantage provided only his

competitors were working right. It is not reasonable to suppose, however, that even life insurance could be indefinitely preserved by the use of air alone. The highwayman's evil methods may give him a profitable business for a time, but authority will finally dismiss him into solitude, which, if it does not reform him will serve, at least, as an astringent on his returns. And, after all, a man of conscience would not care to exchange places with such a fellow at any time. But the people like legerdemain, it is claimed, and in life insurance they like some play of the imagination. I try to distinguish between what they really want and what they appear to want. They desire an honest deal, intelligent management and mutual practice. They wish to have faith always in the craft which carries them. They do not wish to set out too often from the port of expectation for the harbor of promise and never reach it. It will not always be possible to say, as it was said on one important occasion, that they don't mind it much so long as they arrive somewhere.

Life insurance is strong because it is good enough to speak of in the simple language of truth. It should be cast in that mold. A kindly public opinion is susceptible. It is hard to gain, is readily damaged and easily lost. We have seen officials achieve great reputation and studied the influence of their opinions and work. The upturning of a past indiscretion or neglect of duty turns them down and we pass on to the next experiment. We have seen a company pass through the same ordeal. To acquire and to hold a favoring reputation it is necessary to do what is right all the time, as nearly as men can determine that. This much all history teaches and the law applies to one man as to a thousand men, to organized bodies such as this association and to institutions. When companies were breaking down during the seventies, Superintendent Smyth reported to his state that a revival of confidence was much needed. I admit that this kind of talk is rather ideal and, perhaps, impracticable. Dr. Holmes once expressed himself upon this score in a letter to his friend Motley, under date of December 15, 1862. "I sometimes think," wrote Holmes, "it is only the absolute line of division between men, that which separates the men who hug the actual from those who stretch their arms to embrace the possible. I reduce my points of contact with this first class to a minimum. When I meet them I let them talk for the most part, for there is no profit in discussing any living question with men who have no sentiment, and the non-idealists have none. We don't talk

music to those who have no ear. Why talk of the great human interests to men who have lost all their moral sensibilities or who never had any?"

Now life insurance, when taken, means that an individual has doubt about his future. Without continued confidence in the organization that insures him his insurance depreciates in quality and he may come to feel that he is not insured at all, or not rightly insured. The argument against assessmentism is not that it is cheap but that it is uncertain. If it were both cheap and certain you would say of it that it had arrived. For an inexpensive certainty must supplant an expensive certainty.

Life insurance should be bought from the standpoint of certainty and a perfect understanding. We rest under responsibility to fix that idea in the public mind. It is also an incorrect theory and condition to suppose that the companies are buying insurance. The people are the buyers, and the companies, in the language of their contracts, grant the insurance. It does not seem to me that there need be much fear of big companies. Let them grow and multiply so long as they do good work and extend their privileges and protection on mutual plans.

Yet it is true that mere bigness is not necessarily the ideal condition. The giant company interests us all. The greater it becomes the more need it has of a sound public backing and the larger its responsibility to other members of the institution. The American people, if they will but consider the work done by the companies and their present condition, should not only have confidence in, but be proud of these institutions for their general protection. Instead of this, it is said that they are inclined to enact against them discriminating laws for their oppressive supervision. This is not always the result, as claimed, of public ignorance, but more often of something done or left undone by the companies themselves. Take, for example, that highly interesting and much talked about feature, called rebating. Rebating is now a crime against law, a violation of an inter-company compact, and, what is quite as bad, the obliteration of good faith among gentlemen. It damages most of all the *poor* solicitor. If it were ubiquitous, it would have the merit of reducing insurance costs, but it has not that virtue. After fifty years of preaching the mutual principle, the public pays a variable price for insurance. What a disgrace! Business men, who are knowing to the tricks of every trade and profession, derive the largest profits from this practice. Those who possibly need it most obtain it least frequently. How unmutual! There was no

legislation about rebating until the companies had themselves demonstrated non-interference on their part. The solicitors took up the subject on their own account: Says the Cyclopaedia of Insurance: "The movement for anti-rebate laws, which was active from 1889 to 1895, was undoubtedly checked in 1896 by the formation of the compact of life insurance companies." If this is true and means anything, it sustains the position that the companies will most easily avoid the dangers of adverse legislation in the states (if state supervision cannot be transferred to the federal government), by themselves acting reasonably in all these matters. So, too, of retaliatory laws. If one state taxes premiums unduly, why duly distribute that tax over all? Why not collect the tax from premium-holders in the state where the tax is laid? This would at least work fairly where mutual business is involved, though it has its objections in the case of non-participating business done by a mutual company.

Insurance suffers and must always suffer from lack of uniform laws. Uneven and excessive taxation of the business is said to be the price of its supervision, a species of extra premium to insure the insurance. Figure up the cost and next look at the supervision supplied and form some opinion about the matter. If a better thing at less cost can be had, it is our business to co-operate and secure it. Commissioners are justified in reporting to the people the need of reform in expenses, but would, I think, be more consistent if they add as strong a word for a reform of life insurance taxation. Another excellent illustration of the principle under examination is the history of non-forfeiture legislation. Massachusetts supplied the model for these acts and this model, on expert evidence, it is said, is not exactly a perfect Venus; but the people made this law because they thought some law was needed and not because they thought it was perfect in all respects.

Says Professor Wright: "Many companies took half the premium in the note of the party insured. In case of forfeiture this note was never collected, so that the company to which this note was precisely the same as cash, in fact paid a cash surrender value equal to the amount of the outstanding premium notes, while to the party who had paid the whole premium in cash it would pay no surrender value at all." This quotation is taken from his "Politics and Mysteries of Life Insurance." He called this practice "a glaring violation of equity," and so it was. The result of urging this fact upon the attention of the legislature (I think it was properly urged in the absence of voluntary reform)

was the law of 1861. The state took up the defense of the cash payers, only the pity of it was that it restricted the domestic companies and as the present commissioner now claims, to their disadvantage. But for all that it is good policy to say to the public, let the companies manage themselves and thereby the best results will be secured. And the public will let them if satisfied that the management will be forthcoming and of that, their expectation must be founded on the past. The public must have certified to it integrity of purpose by openness of act. Of course there are cases of blackmail, bad laws are threatened and intimation is given that their suppression can be bought. The way to meet that unholy imposition is a straight way—from the shoulder. With the assaults of ignorance, blackmail and vicious supervision there can be no self-sustaining compromise. The case must be pleaded and there are strong-minded life insurance trustees who now pursue and unwaveringly hold that course. The public, when it learns the argument, will sustain them, but it will insist a half century after the organization of life insurance in this country that the people be taken out of a mystery into an understanding. For this reason every man who knowingly misrepresents a competitor should be abated. Every man who misnames a contract or deliberately misconstrues its terms should be abated. Every man who serves in the spirit of disorganization, who goes up and down like the gentleman of old and says, “‘Put money in thy purse,’ cash the policy which thou holdest and buy of me” should be abated. Every man who proposes a partnership to his client by dividing with him the profits of his own labors should be abated. And every life insurance practice which tends to undermine public confidence, which actually undignifies professional soliciting or which converts a sacred business into an unholy speculation, should be cast aside by the consent of all.

The opinion seems to prevail that the expense account is too high. Permit me to call your attention to an analysis of disbursements by level premium life insurance companies during the last quarter of a century. The total amount, represented by the ratios here given, exceeds two and a half billions of dollars. Of this sum 43 per cent was paid for policy claims, 15 per cent for lapse values, 15 per cent for policy dividends, or a total of very nearly 73 per cent was paid policyholders. But during this period policy dividends have fallen from 25.7 per cent to 8.6 per cent, commissions have gone up from 9.2 per cent to 16 per cent, salaries from 5.8 per cent to 8.4 per cent, and total man-

agement expenses from 23.7 per cent to 32.6 per cent. During the same time there has been no marked change in premiums for the same kinds of insurance, but non-forfeiture, incontestability and freedom from special restrictions have been introduced, to the verge even of extreme liberality. Returns from investments have steadily declined from 5.78 per cent in 1872 to 4.56 per cent in 1896, computed on mean gross assets. The improvement of the protection and the decline in interest receipts are two factors affecting reduced policy dividends, and a third is, of course, the increase in management expenses. The desirability of improvement in this item cannot be denied, but in offset it is proper to suggest that all this while the companies have been improving their policies, until a man can buy more guaranteed protection today than in former years, and for essentially the same premium consideration. It is, however, a fair question for the people as to what they think of this record. Judged by the confidence placed in these companies during our late financial distress, judged by their growth and progress during the same years, in spite of and in part because of that very disturbance in our commercial affairs, it would seem that an affirmative answer is not wanting. Yet how hard it was for you field men during that period, and how satisfactory it must be to all of you today that prosperity has returned, with its prospects of an improved and certain business. The sale of life insurance has never been a sinecure, but in these days of lambent competition it requires a master of his art. I presume it fair to hold that they deserve, as they surely will require, the remuneration of the master. For that reason, chiefly, should rebating be suppressed. But therein lies the sticking point. The practical solution of rebating is diminished commission. For a rebate cannot come from a vacuum and must necessarily shrink as commissions are decreased; but can deserved compensation stand sufficient shrinkage to out-worry the rebate? I do not think that further state legislation will in any degree help on this reform. I do think, however, if the companies themselves do not soon solve this problem that the law-makers will begin to take a guess at it, and such a recommendation, in fact, has already been made in the state in which we meet. Such legislation would be onerous and dangerous. Neither is there any call for statutory limitation of a company's size. Such an attempt would be abnormal interference unless it can be shown that the capacity of management is limited. Make the companies just as sound and honest as you please. The laws of

death, cancellation and competition will take care of their size. *Place the business upon its merits and teach the public to extend protection to what they own.* They, too, must observe good faith and good morals, as well as the companies.

I believe in the higher ethics of the business. A short time before his death, the father of Ralph Waldo Emerson wrote to his sister Mary: "To my wife and children, indeed, my continuance upon earth is a matter of moment; as in the event of my decease, God only knows how they would subsist. But I am not oppressed with this solicitude. Our family, you know, have so long been in the habit of trusting Providence that none of them ever seriously thought of providing a terrestrial maintenance for themselves and households." William Emerson had some excuse. He was a clergyman and life insurance was not yet current in his day. How, then, could he have provided what his family lacked? There is no excuse, however, for that Connecticut preacher (in whose state all forms of protection have been invented, sold and paid), who is reported to have recently induced some hundred members of his church to drop their policies on Bible grounds. He forgets what Joseph did in Egypt during the seven fat years and how God's very own were forced to come thence during the years of need to buy matured endowments at whatever price, or die. "God does not perform miracles for the lazy," comments the *Weekly Underwriter*, and adds, "There is no such doctrine in the Bible to sane men." Now that is insurance comment of the highest quality and will satisfy public opinion even to the extent of the hint that the reverend misleader of his flock is a mental degenerate. This incident, however, illustrates the influence of moral arguments and is worth recalling. For life insurance now interests the whole civilized world. It commands the talents of the special pleader, the examiner, the mathematician and the financier. It educates, it produces thrift, enforces savings and stops leaks. It makes good, in part, what death destroys. It is a great contribution to the art and science of self-support. It perpetuates manhood and character, by substituting hope for doubt, courage for fear, credit for discredit, independence for dependence. It is a product of the head and heart. To help lift it up into a broader usefulness is a virtue, to burden it, or endanger it, is a crime. I believe this thoroughly and, for that reason most of all, have been honored by your invitation to address this convention. Permit me, in conclusion, to express the hope that this Association may continue to advance the im-

portant work for which it is organized with assiduity and complete success.

Mr. W. D. Wyman of Chicago—Mr. President, I move you that by rising we extend a vote of thanks to Mr. De Boer for his most interesting, instructive and able address.

The motion was seconded and unanimously carried by a rising vote, which the president announced amid great applause.

The President—Gentlemen, the committee on credentials have now an additional report to make. Please give attention.

Mr. Sutton—The committee on credentials made some mistakes yesterday in their haste, and some omissions. We wish to correct them this morning.

The announcement yesterday that Mr. W. H. Dyer of Boston was a member of the Nebraska delegation was an error, and got in by mistake. Mr. Dyer is a member of the delegation from Western Massachusetts.

The Georgia delegation has arrived and reported as a delegate Mr. R. F. Shedden.

The Nebraska delegation this morning reports a full delegation, Mr. O. F. Funke of the Equitable being added to the list, giving five delegates.

The President—Gentlemen, there was a motion made yesterday and referred to the executive committee, and made a special matter for 10.30 this morning. We will now hear from the executive committee on that question.

Secretary Christy then read the following report:

MILWAUKEE, Wis., Sept. 16, 1897.

Gentlemen of the Convention :

At your session held on yesterday the following was presented by Mr. Dyer:

Resolved, That so much of Art. V of the constitution of the National Association of Life Underwriters as refers to referring business propositions and resolutions to the executive committee be, and the last five lines of the article are, hereby expunged and stricken from the constitution.

Resolved further, That the executive committee shall consider the foregoing resolution and shall report on the same at 10.30 o'clock, Thursday A. M.

The foregoing received due consideration at a largely attended meeting of the executive committee, and the following was unanimously adopted, to wit:

In view of the fact that the article of the constitution in question affords members of the convention ample opportunity for immediate consideration of any matter coming before the convention on a majority vote thereof, therefore, in the opinion of the executive committee it is inexpedient to make any change in the article referred to. Respectfully submitted,

BEN WILLIAMS, Chairman.

Mr. Yereance—Mr. President, I move you, sir, that this report of the committee be accepted and adopted.

The motion was seconded and carried.

The President—The chairman of the committee on transportation wishes to make a statement. Please pay attention as it interests all of you.

Mr. Norris—The committee on transportation wishes to announce that it needs to be assured of one hundred being present who have paid full fare to this convention. We have not as yet received enough certificates to warrant a reduction on return. Some of you, of course, have handed in your certificates; some have come in today. We ask all of you to procure and give us your tickets as you go out this morning. Some of you may have round trip tickets. If you will give those to us we will hand them back to you, so that we can assure the representatives of the railroads that there are one hundred here. We will try and give the tickets to you just as soon as possible, probably this afternoon.

We will make further announcement if necessary. If there are any questions to ask regarding transportation probably this will be the best time to ask them.

Mr. Cochran—In event of your not being able to satisfy the representatives of the railroad companies, will there be no rebate whatever?

Mr. Norris—We can announce that better after we have tried and got in our work.

Mr. Tilden Blodgett of New York—I understand there are a number of delegates here who are unable to get certificates; one from Boston. At the time he left he had not received instructions, but he can get a voucher showing he paid full fare and is a member in good standing, etc., and there may be others that did not apply, and if you want to make up the deficiency I think it would be a good idea for these delegates that did not get certificates to give you some evidence of their having paid full fare.

Mr. Norris—Very much obliged to you for that suggestion.

Mr. Charles W. Pickell of Detroit—Mr. De Boer, coming from Vermont, had no idea that he could procure a rebate, and, therefore, he bought his ticket through.

Mr. Norris—If we have that ticket, or the assurance that it was bought, we can count it in.

Mr. Pickell—I suppose the conductor has the ticket, but Mr. De Boer has the assurance. [Laughter.]

Mr. Norris—If we have the assurance he bought the ticket, and Mr. De Boer will give us his name, we can count that in all right.

Mr. Pickell—We have all heard his name, and we will have him verify it.

Mr. G. H. Olmsted of Cleveland, O.—I want to inquire whether the railroads will give credit to those who travel on mileage.

The President—They did a year ago. They allowed all mileage to go the same as straight tickets. That is the rule of the association, I know by experience.

Mr. Norris—Some came dead-head, and of course they will not count those.

The President—All I have to say is that at Washington last year they required a certificate from the National Association that you were in attendance, and gave the one-third rate for the return passage whether you had your certificate or not. So if you do not make arrangements with Mr. Norris here I would suggest, if you will pardon me for giving you the benefit of our experience in Washington, that the railroad company did refund two-thirds of the return fare to every one who brought a certificate from the secretary of the National Association. I know that from a good many of the parties who tried it. I think that will obviate a good deal of the trouble.

The next matter to come before us for action this morning is the report of the executive committee. I have been requested by the chairman of the executive committee to defer that until this afternoon's session. He will have printed copies of it at that time. Without objection, we will defer the presentation of that report until the afternoon session.

The treasurer's report comes next. We will hear from Mr. Weeks.

Mr. Eli D. Weeks of Litchfield, Conn., then read the following report :

**National Association of Life Underwriters in account with Eli D. Weeks,
Treasurer:**

RECEIPTS.

Cash on hand Oct. 8, 1896.....	\$528.62
Received for 1896 dues.....	41.67
Received for 1897 dues.....	625.00
Contributions of different associations to National Association treasury.....	440.00
Total	\$1,635.29

DISBURSEMENTS.

Rent of hall, Washington, D. C.....	\$100.00
Stenographer's bill, October, 1896, convention.....	826.30
Paid L. D. Drewry.....	363.49
Printing, postage and telegrams on account of offi- cers and committees.....	179.40
Calef floral offering.....	10.00
Total	979.19
Cash balance in hands of treasurer	\$656.10
Amount now due from four associations	100.00
Total assets.....	\$756.10
Against which there are unpaid bills of.....	534.18
Leaving net balance of	\$221.92

Respectfully submitted,

ELI D. WEEKS,
Treasurer.

The foregoing has been examined and found correct.

C. E. TILLINGHAST,
JAMES L. JOHNSON,
For Finance Committee.

The treasurer's report was received with great applause, and on motion of Mr. Wyman was received by the convention and approved.

The President—On this afternoon's programme you will find Mr. Simon Wolf of Washington down for a paper. We expected to have the pleasure of an address from Mr. Wolf. He regrets very much that he is not able to be with us. He has been very unwell for the past sixty days and has hardly been out of his bed a third of that time. He has a very able paper partially prepared. The executive committee were kind enough to telegraph Mr. Wolf asking for that paper to read. His reply was read to you yesterday morning saying that he could not send it as it was not quite completed, but that he would furnish it for publi-

cation in the official report. The committee in charge have substituted for Mr. Wolf's address this afternoon one which is on the programme for tomorrow afternoon, and we will all have the pleasure at this afternoon's session of listening to an address from Mr. Charles W. Pickell of Detroit, Mich., general agent of the Massachusetts Life. [Applause.] The secretary has a statement which he wishes to make.

The Secretary—Gentlemen, there has been a letter sent in our care addressed to Mr. Ira S. McNeil.

The President—New business is now in order.

Mr. Frederick E. Keep of Boston—Before taking that up I move a vote of regret at the enforced absence of Mr. Wolf as the expression of this meeting.

Mr. Keep's motion was seconded and carried.

The President—Is there any new business to come before the convention?

Mr. Scott—If new business is in order I want the following resolution presented:

Resolved, That a committee, consisting of one member from each association and named by the delegations present, be appointed to select officers for the coming year.

Mr. Scott's motion was seconded.

Mr. Shideler—The wording of that resolution is peculiar—"to select officers." The constitution provides that they be elected by the convention.

Mr. Scott—I will change that by substituting "nominate" for "select."

Mr. Shideler—Now that I am satisfied with.

The President—We are all happy that Mr. Shideler is satisfied this morning. Without objection, the correction as made by Mr. Scott will be adopted. Is there anything else to come before the convention?

Mr. Shideler—We have not voted on this yet.

The President then put the question on Mr. Scott's motion and the same was carried.

Mr. H. S. Munson of Buffalo, N. Y.—I ask that each association present to the convention the name of the gentleman selected as their representative on the nominating committee.

Mr. Sutton—To make that shorter, I would suggest that the delegations be called and the chairman of the delegation give

the name of the member on that committee. It would save a great deal of time to do that.

The President—The secretary will please call the roll of delegations, and as the name of each association is called the chairman of that association or the delegation present will please call the name of the gentleman who will be on that committee. Please give your attention, gentlemen.

The Secretary—Arkansas Life Underwriters' Association.

Mr. H. L. Rummel of Little Rock, Ark.—The Arkansas delegation has been in serious consideration and has finally decided that H. L. Rummel shall be placed on that committee.

The secretary then proceeded to call the roll of associations and the following gentlemen were named by their respective delegations to compose the nominating committee :

H. L. Rummel, Charles D. Hammer, Benedict F. Ess, William D. Wyman, Collin Ford, M. E. Cozad, R. F. Shedden, E. G. Ritchie, L. E. Spencer, George M. Ackley, Biscoe Hindman, George P. Dewey, James L. Johnson, S. F. Angus, W. M. Horner, L. D. Wilkes, Oscar F. Funke, R. H. Cheney, James Yereance, E. B. Cantine, H. S. Munson, W. M. Scott, J. C. Biggert, T. C. Thompson, James B. Estee.

When the Life Underwriters' Association of Eastern New York was called, Mr. E. B. Cantine from that association rose from his seat, and said :

Being the only delegate, Mr. President, my natural modesty would prevent my naming myself.

The President—One is better than nothing, Mr. Cantine. We appreciate very highly having you with us.

The Secretary—On behalf of the committee on credentials I desire to add the names of the following gentlemen that have arrived since the committee made its report yesterday :

Nebraska Life Underwriters' Association—H. D. Neely, A. L. Wigton, William Henry Brown, Oscar L. Funke, J. W. Craig.

The Cleveland Association of Life Underwriters—B. F. Stahl.

Indiana Association of Life Underwriters—E. S. Folsom.

Life Underwriters' Association of Eastern New York—E. B. Cantine.

Georgia Association of Life Underwriters—R. F. Shedden.

Mr. Munson—I would like to inquire when and where this nominating committee will meet.

The President—I have an announcement now, Mr. Munson.

Gentlemen, it has been suggested to me to inform you that the nominating committee meet immediately after the adjournment of the convention this morning, and agree among themselves when and where they will meet for organization. I trust that each one of the committee will pay attention and come promptly to the left-hand corner of this room immediately after adjournment this morning.

Mr. Yereance—Mr. President, if I remember rightly, yesterday morning when Col. Ransom was excused from the labor of reading his paper we omitted, when the paper was circulated among the delegates, to return a hearty vote of thanks to Col. Ransom for the preparation of that most interesting paper. Such omission being made, I now make the motion, and I am sure that the convention will be most happy to respond by a rising vote. [Cries of "Hear!" "Hear!"]

Mr. Yereance's motion was seconded.

A Member—Please state the motion.

Mr. Yereance—That the thanks of the association be, and they are hereby, tendered to Col. Ransom for the able and interesting paper which he presented to this convention yesterday.

The president having put the question the entire convention rose to signify their unanimous assent.

Mr. Yereance—I move that when we adjourn it be to meet at 2 o'clock sharp this afternoon.

The motion was seconded and carried.

Mr. Hindman—I would like to know where the nominating committee is to meet.

The President—At the left hand corner here to arrange among themselves where they will meet after the adjournment. We are now on new business. If there is anything you want to bring before the meeting this will be a much better time than this afternoon.

The Chicago association has been kind enough to send a number of copies of the *Chicago Chronicle* here for distribution, which I know each and every one will find instructive, entertaining and pleasant reading. They have been very generously donated by the Chicago Association, and it will pay each and every man here to see that he knows what is in them.

On motion the convention adjourned until 2 o'clock P. M.

AFTERNOON SESSION.

The third session of the convention was called to order by President Hendrick at 2.45 p. m., Thursday, Sept. 16, 1897.

The President—I have been requested to have the secretary read the following announcement.

The Secretary—The following is an announcement to the insurance press:

The undersigned have been requested to call a meeting of the representatives of the insurance press in attendance on the eighth annual convention of the National Association of Life Underwriters to consider and act upon several important recommendations submitted to them by prominent field workers.

A preliminary meeting for the purpose of organization and appointment of committees will be held at the Hotel Pfister this evening at 8.30 in the main parlor. A full attendance is earnestly requested.

GEORGE W. HATCH,
Insurance Age, New York.

A. E. HARRELL,
Chronicle, New York.

MAX COHEN,
Views, Washington, D. C.

G. L. MCKEAN,
Chicago Independent, Chicago.

YOUNG E. ALLISON,
Insurance Herald, Louisville, Ky.

CHARLES A. JENNEY,
Weekly Underwriter, New York.

The President—We all like to hear from the president of a company, the actuary of a company and all those gentlemen who are connected with the home office, but after the reading of the minutes I will give you an announcement that will please you all. The reading of the minutes is the first thing in order for the afternoon session. The secretary will read them unless otherwise ordered.

On motion, duly seconded, it was voted to dispense with reading the minutes.

The President—We all like to hear from the brigadier-generals, the governors and the mayors, especially when they

are as good as they were yesterday, but when we are honored by having in our own ranks men who are able to talk intelligently to us, they are always welcome, and I know that this afternoon we will all enjoy hearing one who is well known to the life insurance agents throughout the United States, Mr. Charles W. Pickell of Detroit.

The president then introduced Mr. Pickell to the convention amid great applause, saying as he did so: "I do not think, gentlemen, you need any further introduction. The gentleman is before you."

Mr. Pickell's paper was as follows:

"Only a thought, but the work it wrought
Could never by tongue or pen be taught:
For it ran through life like a thread of gold,
And the life bore fruit, a hundred fold."

When a man "sets up" as a reformer and persists in nailing his thesis where the public can read, one of two things is certain. Either he has too vivid an imagination, which may have been superinduced by dyspepsia, or with the telescope of reason he has scanned the heavens of possibilities and caught glimpses of better things. He is either a day dreamer or a prophet—a George Francis Train or an Abraham Lincoln. In either event the world for many years calls him a fool for sacrificing himself to public prejudice.

So many heroic souls with advanced ideas have dropped into oblivion "unwept, unhonored and unsung," that the most daring hesitate to promulgate something out of the ordinary, lest some animated piece of clay will shout "Heretic" so the whole world will hear. Yet we rejoice, for while thousands have fallen at their left and ten thousands at their right hand, not all who have thought and talked and labored have succumbed in the relentless warfare against ignorance and superstition. "The world do move." A billion people cannot block the wheels of progress, nor stop the march of intellect. Growth is the program of the age—stagnation is impossible.

As the nineteenth century draws to a close, the genius of advanced thought discarding the old moth-eaten, worn-out drapery of fanaticism is clothing the professions with beautiful new garments. Improved methods and great inventions are revolutionizing manufacturing and agriculture until from mere drudgery they have evolved a science. Commercially, the world seems shod with the mythical "seven league boots." "We are

living, we are dwelling in an age almost divine." The great business of life insurance is no exception. It has been vaccinated with the virus of the times and assumed character and proportions beyond all comprehension. In referring to volume we now use the term billions; in principle it has become an exact science and in practice it may properly be called a profession.

For many years the great army of field workers connected with the magnificent enterprise of life underwriting made no effort at organization; but in April, 1883, in the city of Boston, a handful of men thought out the plan and organized the Boston Life Underwriters' Association, the first institution of its kind, alive today, ever known. These men were reformers. With sublime heroism and heedless alike of history or prophecy, they believed the time had come for action. They were jealous of their business and wanted it to be above insinuation or suspicion. They saw the necessity for organized effort, and organized. They calculated that the intensity of their movement would lie in unity of effort, and succeeded in interesting enough underwriters to make this first association a tower of strength.

The idea took root in fertile soil, spread rapidly and soon many cities and states had associations. In 1890 the National Association followed as a natural sequence. The object of these associations, as set forth in their constitutions, is to advance the best interests of true life insurance and foster a fraternal spirit among the agents.

It is not my purpose, in this paper, to discuss the character of these organizations, nor to formulate a set of rules by which their affairs could be conducted. I desire only to answer the question as suggested by my subject. "Has our income from them been larger than our disbursements? Have they paid?" In attempting this, I shall try to avoid abstract theories, confining myself to the practical, commercial side of the question as far as possible.

We are told by many who have never found time or inclination to join these associations, that they are a stupid failure, and the members a parcel of imbeciles. This is kind at least. We might retort by calling such, back numbers—passe. But we won't. Those who have joined but seldom attend a meeting except in a grumpy, fault-finding way like old Scrooge, never cease to remind us by a withering look and a sarcastic tone that they are not worth supporting. Another class of splendid fellows, who are members, but who are sure they are born leaders, or nothing; have assured us time and again that these organiza-

tions are a complete fizzle because they are not run their way. Carping critics, who pride themselves upon their ability to cast the horoscope of human events, say they will die of dry rot, or be torn in pieces by internal dissension. The officers of some of the companies who are indebted to something beside real merit for their positions, have laughed in their sleeve at what they have called our "puny efforts." Others, boasting of their great independence, shake their fingers in our faces and accuse us of being in a ring or run by a ring. We have been subjected to all sorts of criticism—censorious and defamatory. Our characters have even been assailed and our business interests in some cases compromised, and yet we have not nor do we expect to pose as martyrs. Are these charges true? I think not. Have these associations paid? I believe they have.

A thing pays when it returns more than it cost—when there is an excess of income over disbursements. But the cost need not be figured in dollars and cents, nor the returns in double eagles. However, men in these days are disposed to put a money value on everything. Gold is king. The very atmosphere is pregnant with anxiety to keep up with the procession and make a hatful of money, to be reinvested in some great scheme and make a barrelful, which can be put into futures and make a wagonload before the band stops playing. Every one has become inoculated with gold germs. We all have the fever. Not many willingly invest a dollar without they expect to get two at least for it. This is an age of hustle and rush, of jam and push, of bandwagon methods and lightning speculations, of big stores, big business, big advertisements, of California in 'forty-nine and Klondike in 'ninety-seven. Wealth is no longer measured by thousands—it takes seven figures now. When will this inordinate love of gain and for measuring everything by a money standard make way for more conservative notions and a higher schedule of valuation? The love of money never brings happiness. That comes from giving, not from getting—from scattering sunshine, not from hoarding gold.

"Wrought into gold! We that pass down life's hours
 So carelessly
 Might make the dusty way a path of flowers
 If we would try.
 Then every gentle deed we've done or kind word given,
 Wrought into gold, would make us wondrous rich in Heaven."

Now, what have we invested in life underwriters' associations?
 No doubt you will at once reply: "Much that is good and

valuable." We will consider only three elements that might be classed as disbursements. First—Time. This is universally conceded to be an element of cost. It is a factor in every enterprise, commercial, scientific or religious. The more time invested, the larger should be the returns. Time is short, precious and fleeting, and no one can measure accurately under certain conditions the value of an hour's time. Kingdoms have been offered and thousands of lives sacrificed for it. We have put lots of it into these organizations. It would be hard indeed to calculate the time we have spent supporting the association, keeping the indisposed ones enthused and in line, bolstering up the faint-hearted when they have given up in despair, and oiling the machinery with kind words and gentle deeds so as to reduce friction to a minimum. Think of the time spent in trying to induce some stiff-necked brother who thinks the whole world is arrayed against him to join our ranks and give us the benefit of his advice and experience, or to convince some caustic critic that he was reasoning from false premises. We have also consumed much time in preparing papers on subjects about which we were quite unfamiliar—a tedious and many times a thankless task; in arranging literary and musical programmes, which would cater to our social natures—a most valuable feature of our association work, and by far too much neglected; in drafting constitutions and by-laws and other committee work; in fighting obnoxious legislation proposed by some of our state legislatures, as well as attempting to secure the passage of just laws to regulate our business, and in doing a thousand things asked at our hands, which I will not enumerate. All this time has not been invested without much personal sacrifice. We have felt it. In many instances we were obliged to neglect personal matters in order to do our duty.

True, some of us haven't put in as much time as we might had we been a trifle more unselfish. When asked to serve on committee we have been too busy, you know, to take the necessary time. If invited to contribute an article for the mutual benefit of the members, we have been excused because there were not twenty-six hours in the day—our time was so taken up with important matters. Why, once or twice we haven't attended the regular meetings because we hadn't time to do so and keep those important engagements. Some of us have been so very busy that we could hardly find time to eat, and as for sleep, we were thankful to get five hours out of the twenty-four. Still we have invested a great deal of time in this great organization, and we

will cheerfully contribute more when the assessments are made by the supreme council.

In the second place, we have invested money. It costs something to belong to a life underwriters' association, and I am glad it does. If membership tickets were free and non-assessable, no one would want them. We prize most highly those things that cost us the most, and when we loosen our purse strings we show our faith in that for which we give. We invested in this movement because our best business foresight showed us big dividends. We think we know a good investment when we see it.

Money! Why look at the thousands of dollars spent for annual dues, entertainments, levies to secure the enactment of laws, printing, railroad fares, holding national conventions and other expenses! Enough to start a national bank, yet we have cheerfully paid it all, knowing that the good things in life are costly and because our faith was firm as a rock. True, some have not joined because they thought the dues were too high. We believe they failed to comprehend what they were getting for their money. Others wanted to make the dues higher, so as to shut out those a trifle lower in rank, if such there be, making the association exclusive, you see. Some of us have acted queer, we'll admit. Twice we stayed away from a banquet because we couldn't afford to pay a dollar for a ticket, and last fall, when the association thought best to hire a competent person to lobby against taxing life insurance policies, we refused to pay a cent, on the ground that it was foolish to fight legislatures prejudiced against corporations. We regretted our action soon after, but were too proud then to admit it. If you care to ask the treasurer of our association, you will find that we have never failed to pay our dues when called for, except once last winter. This will never happen again. A few of us have sometimes borne the whole burden of expense thought necessary to be imposed in some particular emergency, but it was always a pleasure, and we want it understood that we are still willing to contribute of our substance whatever is needed for the good of the cause, for we have received in dividends already more than we have disbursed.

One other element enters into our investment. That of labor. Labor is the very foundation of every successful enterprise. Labor wins when all else fails. We labor for fame, success, home, loved ones, untiringly. The mental labor required by this movement has been enormous. The nervous energy ex-

pended by some of us to keep the indifferent ones inspired and the interest at white heat would run a forty-horse power engine. In fact, so interested and enthusiastic have we been that we have in some instances run the whole concern and given no one else a chance to help push. A good friend called our attention to this once, and we blushed to the roots of our hair. Labor is sweet when we work for others or for some object outside of ourselves. This has been our great incentive. Our business and its sacred interests first, ourselves second. Our very best efforts have been at the command of our association. We have never been asked to do anything but what we have cheerfully complied, of course. If there was a paper to write, we scorned to put less in it than our greatest effort. If we were chosen to some office, with what enthusiasm we threw ourselves into the duties thereof. Now and then we may have slighted some task given us because we have grown luke-warm in service. Once, when asked to take part in the programme, we refused on the ground of incompetency, but we were ashamed of it afterward. Occasionally what we have done has either fallen flat or been misconstrued, but we have had no war with our consciences. We have never tried to measure the labor put into these associations, but it's enormous, and the returns should be large.

Having, therefore, disbursed time, money and labor, we have a right to expect a handsome income therefrom.

Our first dividend came in the development of a friendly spirit among the members. The golden rule took root and blossomed into brotherly love. For years we had regarded our competitors as bloodthirsty enemies, with their hands at our throats. We were equally belligerent. These conditions engendered a bitterness that even under the most favorable environment will not disappear for years. Jealousy and selfishness were at the bottom of it. We did not know each other. Under the warmth of this great movement icy barriers are melting, and we are dwelling together *par nobile fratrum*. Today three hundred representatives can break bread at the same table and clasp hands in good fellowship. They have learned that they have much in common, and their interests are better conserved as friends than as enemies. Today it is not an uncommon thing to hear competitors defending each other's cause against malicious attacks. Today rivals will save each other's business and extend a thousand courtesies not thought of under the old regime. Do not think the millenium has come, for there are still fratricidal wars, and rumors of wars on a larger scale. Not all spite

has given away to love. We do not yet all meet as brothers, but with the extension of this association movement, I am confident peace, good-will, and even charity will sit enthroned in thousands of hearts where enmity and jealousy erstwhile held sway. And why not? Should not distrust be changed to confidence, and unconcern to fulness of heart? Selfishness must be overcome by generosity, and every man of us knows that nobility of character will invariably bring out the nobleness in others. "Hatred does not cease by hatred, but only by love." I am looking for the day when every solicitor, instead of unsettling business or making an effort to do so, will take delight in explaining to the insured the policies he holds in other reputable companies, offering his congratulations upon his having such good insurance. Believe me, gentlemen, the wholesome effect of a course like this upon public opinion would be immeasurable.

Our second dividend came in the expulsion from the business of many men who would disgrace any calling. Failing at every thing else they ever undertook, they gravitated toward life insurance, irresistibly drawn by the demand for more business. "We must have more business." Hoping to get rich without working they resorted to unscrupulous methods in selling their goods, and thus brought the business into disrepute wherever they went. The public knows life insurance and the companies as it knows the agent. He is the exponent of all that's bad as well as all that's good. How important that he be a gentleman, upright in character and honest in speech. These associations have put a premium on integrity. Deceit and disgraceful conduct are no longer countenanced, even if a man produces a large volume of business. The association recognizing that the great interests of life insurance are too sacred to allow such men to be their exponents, has denied them its privileges and refused to recognize their right to be agents. Thus many have been ostracized. This is good. Make the barriers higher. Heat the social atmosphere to whiteness and try every man so as by fire. Purify the field and you improve the tone and elevate the character of the business done. Much of this has already been done, but there is still chance for improvement. We shall not be satisfied until every man who should be driven from our ranks has been compelled to go.

At the risk of being called a crazy reformer, I crave your indulgence right here for a moment. Why not establish under the auspices of the National Association a bureau of exchange,

having for its objects, first, gathering, compiling and tabulating valuable and interesting statistics to be distributed to the members; second, obtaining and sending to each association the name of every man who has, by word or deed, harmed the business; third, collecting books, reports, pamphlets, etc., into a great insurance library to belong to the national body for the use of its members. Time will not permit my elaborating the reasons why such a bureau would inure to our benefit. I wish to say, however, that under the second object we should probably secure the greatest good. If the name of every man unworthy to engage in the business, together with his social, financial and moral standing, were known by every association through such a bureau, it would make it impossible for a man compelled by his conduct to leave a certain locality to secure work in another. The personnel of the field would thereby be greatly improved.

We should no longer regard with indifference the existence of disreputable men in the business of life insurance. They must be replaced with men of integrity and praiseworthy character. Never was there a time before when so many who have been most successful in other pursuits were putting their time, energy and ability into life underwriting, and they should be protected. Their character and interests must be held sacred. Our associations have already assumed this great trust, and as they have in the past done so much to rid the field of unscrupulous men and methods, their future work should be equally as vigorous and aggressive.

One of the largest dividends we ever received from our association came as a great inspiration to ourselves. Our business became fascinating. We saw everything in a new light. We were magnetized by contact with each other. We were thrilled with new conceptions of things.

Some of us had been in a rut so long that we had grown stereotyped. We had crawled out of our shells so little that we were nearly fossilized. Isn't it strange how self-centered a man can get, who works for himself, thinks of himself and has no other motive to attain than his own selfish ends? He becomes dwarfed and narrow-minded. Some of us were in exactly such a condition when we joined the association. Then we traded our views for better ones, began to get broader ideas of the business, listened with pleasure to the experiences of the most successful field-workers, found how much there was about life underwriting we didn't know and almost before we knew what

it was, received an impulse which lifted us out of ourselves and placed us on a higher plane of living. We received more enthusiasm to the cubic inch than we thought we could absorb. Our ambition soared on strong pinions to loftier heights. The trials, failures, discouragements and disappointments faded away as the hope for a brighter recompense of reward grew stronger in our breasts. We had more faith in ourselves, our friends and the business.

Thus a community of interest works the mutual good, and association of thought and effort develops strength of character.

This inspiration we received had its commercial value also. Our office work seemed to run more smoothly and applications were more easily secured. This is no fairy tale. An inspired man is worth more than a whole valley of dry bones. His talk and actions are catching. His agents soon become like him. His clients learn to like him. He inspires confidence wherever he goes and in his dictionary there is no such word as fail. We wouldn't take \$10,000 for this experience.

Finally, as undivided profits and surplus earnings we have received from these organizations as follows: First, a vast fund of information which we would not otherwise have secured, and every up-to-date underwriter knows the importance of keeping well informed in his business. The man who does not care to grow in intelligent understanding of his business and the best methods of work, better quit before he begins. The most successful men are the closest students. Second, a recognition by the companies of the fact that a life insurance company without agents is like a tree without roots or a locomotive without steam. For many years agents were looked upon by officials with suspicion and were tolerated only because they produced business. As a direct result of organized effort, they are today regarded as superiors of many, the peers of any. Third, the securing of much judicious legislation in state legislatures—including the four per cent. reserve law (in some states), the anti-rebate law, which has stopped fifty per cent. of rebating, laws regulating assessment concerns, taxes, licenses, etc. And fourth, the changing of public opinion concerning the great business of life insurance, brought about by public meetings, publications of doings in daily papers, national conventions and the splendid contributions of the insurance press which never fails by able editorials and interesting news items to bring the work to public notice.

It would be easy to mention many more benefits directly and

indirectly resulting from these organizations, but I do not think the skeptical mind needs additional evidence. Now, will some perverse brother exclaim, these associations haven't paid because they haven't been organized in every state and territory. We reply, they have paid if only one city has its organization.

Does some censorious critic observe that they haven't paid because every manager, general agent, and solicitor has not yet joined? We answer, they have paid if the association has but two members.

"So when two work together, each for each,
Is quick to plan, and can the other teach.
But when one seeks the best to know,
His skill is weaker and his thoughts are slow."

Has some over-anxious soul whose name may be on the roll, but who is disgusted because results are not more quickly reached, remarked "Your associations haven't paid because agents are still rebating." With admiration for his zeal, we beg leave to say, they have paid if there is one rebater less than when the first association was conceived.

Has some picayunish outsider calculated that these associations haven't paid because not yet is every solicitor a gentleman, not every manager above reproach? We reply that they have paid if since their inception there is one person less in the business (manager or solicitor) whose conduct or practices were anything but elevating. Paid? Of course they've paid, paid big, and the "vein" isn't worked out yet. Their mission has only begun. The star of their destiny will not have reached the zenith until every state shall be divided into districts and every district shall have its progressive and aggressive association. Nor until the national convention shall be three times as large as now, and composed of delegates from each district—ratio of representation to be proportionate to the number of active members in each local association.

They will not shine with their brightest radiance until directly through their influence a chair of insurance shall be established in every university in our republic, teaching our youth its principles and practices, and they shall devise to our business that which I firmly believe every underwriter as well as every company most earnestly desires, the splendid heritage of national supervision.

Gentlemen, this great movement needs no defense. It wants fostering. Our duty is to "put our shoulder to the wheel" and push, not to sit idly by and whine. If we let personal rights

and privileges be subordinate to the claims of this great brotherhood we shall give impetus to a movement that in its fullness shall protect this great business of ours from malicious men and vicious practices, and help establish it in the foremost rank of the most glorious enterprises adorning the pages of history. Our opportunity is to contribute some of the same splendid genius to this that we have to our business, as well as to dedicate a liberal portion of our income to its support. Let us love it for its magnificent achievements and the grand possibilities yet before it. With tears for its shortcomings whenever we had reason to expect better things, let us exercise charity for its age and inexperience. Let us clasp hands in a vigorous support that shall find fruition in a destiny transcending the most glorious ever predicted by its most enthusiastic admirers.

Mr. James C. Biggert of Pittsburg—I move the association extend a rising vote of thanks to Mr. Pickell for his very able paper.

The motion was seconded and carried.

The President—Is the chairman of the executive committee ready with his report?

Mr. Ben Williams of Chicago—I will state that I am expecting every moment the package of reports from the printer. If you will indulge me a few minutes I think it will be here.

The President—Are there any other committees ready to report?

Mr. Norris—Gentlemen of the National Association of Life Underwriters: Allow me a question of privilege. I would like to say a word or two at this time. Can I have that privilege?

The President—Without objection is raised Mr. Norris will be allowed the privilege asked for.

Mr. Norris—For the past few weeks some of you have heard of my name who never heard of it before, and it may be that some of you see me today who have never seen me before. I am very pleased to have met every one of you, some of you I have met in years gone by, and I hope we shall meet each other for the many years that are to come. A great deal has been said, a great many of these beloved reporters have interviewed me, but they have not as yet been able to get me to say anything. I am a great believer in the Grant doctrine, "Keep your mouth shut." I love these reporters. They all know I do, and when they are not married they come up and I attend to the business for them. [Applause.]

Now, some think that we have already a number of candidates, and in order to prevent any embarrassment whatever with regard to the vote of this convention, I ask you to please consider that my name is withdrawn from any consideration for the position that some of you have spoken about in this line. [Applause.] I am in favor of the one to be elected, whom this association desires to elect [applause], and I trust you will find me in the future, as I have tried to be in the past, in step with the local association and with the National Association work. I thank you for your indulgence. [Applause.]

The President—Are any committees ready to report? The next in order is new business. We will have the report of the executive committee a little later, gentlemen.

Mr. Munson—I have a resolution which I desire to introduce, upon which I crave your indulgence only a few moments. It will not be necessary for me, after the very able paper to which we have just listened, to make any elaborate argument in favor of the paper I shall present. It goes without saying that great good has been wrought to the business of life insurance by these associations represented here today, and that they have to a great extent stamped their characters, not only upon the communities from which we come, but upon the field workers. I believe that character will aid us if properly presented in every community and among every class of business men. We are recognized, I believe, today, thanks to the efforts of these associations, as a profession worthy of the confidence of the business public. [Applause.] That this sentiment is felt by all who represent life insurance is manifest by the fact that in the great Empire State, from which I have the honor to come, there are over two thousand men in the insurance directory directly recognized as agents and less than two hundred and fifty of them even nominally connected with life associations.

Now, I take the liberty of reading this resolution and then I will send it to the secretary.

Resolved, That the National Association of Life Underwriters adopt a badge for the use of the members of the various life underwriters' associations, and that the executive committee shall select an appropriate design and ascertain the probable cost of the badge, and shall communicate the same to the various local associations and recommend to them that their members use such badges.

We do it simply for the purpose of emphasizing the fact that we belong to these grand life underwriters' associations, and I think the communities will thank us for doing it.

Mr. Munson's motion was seconded and the president was about to put the question when Mr. Cochran asked if the matter should not go to the executive committee.

The President—Without objection it goes to the executive committee.

Mr. Wyman—I move that we proceed to consider the resolution for immediate action.

Mr. Wyman's motion was seconded and carried.

The President—The motion is now on the original motion as made by Mr. Munson.

The question was then put on Mr. Munson's resolution and the same was adopted.

Mr. Shideler—I would like to ask if it is in order under the rule of new business to consider at this time the place of holding the next convention.

The President—That is always considered as in order the last day, Mr. Shideler. The constitution and by-laws so provide. It is one of the last things done by the convention.

Mr. Shideler—I am extremely anxious—that is the reason I raised the question—to extend a cordial invitation to the National Association to come to Indianapolis next year.

A perfect storm of laughter and applause greeted Mr. Shideler's successful attempt to bring his invitation before the convention, and it was some moments before business could be resumed.

Mr. Norris—May I be allowed to speak about this transportation business once more? It has been suggested to me that we send the pages around to pick up these certificates. If you will please give them to these pages as they come around we will thank you very much.

The pages then passed around the hall and collected the certificates from the members.

The President—The committee with reference to the presentation of the Calef loving cup wish for some information and instruction. We will now hear from Mr. Oviatt, the chairman of that committee.

Mr. Oviatt—Gentlemen of the convention, the committee to which was referred the decision on the Calef loving cup essay

contest has read the twelve essays submitted. After careful consideration the committee is unanimously in favor of awarding the prize to the essay marked "5AA," if the convention believes it comes within the rule. This essay contains 1,001 words, and the committee ask that the convention pass upon the question. If the essay "5AA" is excluded the committee is in favor of essay "408."

Mr. Sutton—I move you, Mr. President, that the one word be eliminated from the essay.

The President—Do you move that it be eliminated, or that we accept the essay as it is?

Mr. Sutton—That we accept the essay as it is.

Mr. Sutton's motion was seconded.

Mr. Rammel—It strikes me if a rule is made by a representative body as this is, and usually is in a national body, to limit an essay to a certain number of words, the gentleman who is able to write such an essay as would receive the indorsement of the committee, certainly ought to be able to confine it within the limit of the rule, and if you establish a rule, why not stand by the rule. I simply suggest this, and I think it is a wise thing to stand by the rule. I haven't got a nickel's worth of interest in this thing, but you have a rule. There are two essays. It is only a question with the committee which one shall receive the award. It is very close drawn. It is only one word, and yet that one word takes it outside of the rule. I move that we stand by the rule.

The President—I will say for the information of the convention that the decision of this committee is made entirely in the dark with reference to who the writers are. The decision is always made before the writers are known.

Mr. E. D. Reddington of Chicago—It seems to me when that matter was referred to the committee they knew what the rules were and should not have sprung on this convention something which they should have decided under the rule. Gen. Grant once said if a law was unpopular, better repeal it. If this rule is not a good one, repeal it. If it is right stick to it. I agree with the gentleman who last spoke.

Mr. Sutton—The committee have read, as I understand, these articles. It seems to me that if this article contains only one word in excess of the rule, and is entitled to the prize by pure merit over the other, that one word is drawing the line very fine. That is the way I feel about it.

Mr. John Thomas of Cleveland, O.—I fully agree with the gentleman who just spoke. Just imagine a man writing a magnificent article and by an oversight putting in one word more than the rule permits, and just by that his merit is disregarded. I say by all means let that come in.

Mr. Collin Ford of Cincinnati, O.—I concur with the gentlemen who are in favor of abiding by the rule. The gentleman who wrote the essay had the instructions before him. He knew what they were. It was his business to conform to these instructions and not to go beyond the rule. If we decide by today's vote to set the rule aside and add a word, at the next convention some one will have ten words or twenty words too much, and the rule will be as good as abrogated. Either set the rule aside entirely or live up to it.

Mr. Remmel—Now, I do not want to take up the time of this convention, but I have been on committees to award medals in matters of orations and, while I do not know how this committee arrived at the result, we have generally arrived at it on committees I was on by averages. I remember being on a committee where there was only one-half per cent difference between two contestants. Now, then, one man had to be disappointed there; yet that one-half per cent was but a hair line. That one-half per cent left that man out, and the other gentleman was awarded the medal for the prize oration. Now you have a settled rule here, and who knows how these men arrive at this result? There may simply be an eighth per cent difference between the two. That man knew there was a rule established. He could have had 999 words or 975, but he should never have put in that extra word, and as the gentleman says, if that is a good rule enforce it or repeal the rule. [Applause.]

At the conclusion of Mr. Remmel's speech several delegates rose demanding recognition by the chair and great excitement prevailed in the convention. The President recognized Mr. James L. Johnson.

Mr. Johnson—If only one word, why not two. If it is only a single sentence makes the difference, why not change that? Gentlemen, put yourselves in the writer's place for a moment. We do not know what we are doing. It may make a difference as to which association the cup goes. Put yourselves in the place of the writer for a moment. How would you feel to see it taken out of your hand because the convention decided after the work was over who should have it. I agree fully with the

gentlemen from Arkansas. We have had this rule for two or three years in succession, and I simply want to say that while I have the greatest sympathy for any man who by a mistake lost what he might have won, let us stand on our record and the rule established. [Applause.]

Mr. Yereance—It seems to me, Mr. President, after learning from the chairman of the committee that this essay is far superior to the second essay, that the fact that there are 1,001 words as counted by the committee as against 1,000 limit under the rule should not vitiate its acceptance. [Great applause.] It is simply a question of count and no gentleman can suppose for a moment that the writer expected to have exceeded 1,000 words. It is simply a difference in the count, and it may be that the writer construed a word as a compound word, whereas the critics act under the rule and on a strict construction have construed that compound word as two words [cries of "Hear!" "Hear!"], and I am sure that this convention is eminently fair and will not void the better production on the simple technicality that the committee found by counting and throwing out all compound words, or the possibility of the writer intending two words as a compound word, that the essay contained 1,001 words. [Cries of "Hear!" "Hear!"]

Mr. Weeks—I move you, sir, that as the chairman of the executive committee is ready with his report that the matter lie on the table till the executive committee's report is read.

The President—You are out of order.

Mr. A. W. Kimball of Chicago—The whole world says life insurance men talk too much. I do not believe this convention ought to put itself on record as saying any member of the fraternity lost his case because he said a word too much. [Great applause.]

Mr. Pickell—Put a hyphen in the word and let it go.

Mr. Ford—We have no evidence before us that they were compound words.

Mr. Norris—A point of order. This is out of order. This question ought to first be put to vote as to whether it should be considered by this convention before going to the executive committee.

The President—No, this is merely for advice, Mr. Norris.

Mr. Norris—No, this is not for advice. It is for action.

The President—Then your point of order is correct. Gentlemen, shall it go to the executive committee or be decided by this convention?

Mr. Yereance—I move that it be taken up by the convention for immediate action.

Mr. Yereance's motion was seconded, and it was unanimously decided that the convention should proceed with the consideration of the matter.

Mr. Ford—I only wish to say this, that we have a rule by which we are expected to be governed in this matter. The executive committee has reported on these cases. We do not know—

The President—The essay committee, not the executive committee.

Mr. Ford—Yes. They have reported. They have not told us what percentage one had or another one. We do not know anything about that. Unless we are governed by the rule, I think we had better read these compositions and decide for ourselves [laughter], and if the gentlemen are ready to do that I am with them, but I am in favor of sticking by the rule. We have no report before us of percentages or compound words or any mistakes. [Cries of "Question!" Question!"]

Mr. F. A. Kendall of Cleveland, O.—I supposed that when this cup was presented and essays were to be presented to this association it was entirely with reference to the exact number of words that were in the essay, rather than the merit of the essay. [Great laughter.] Now, I take it that one thousand words was simply introduced as general information as to about the length which this essay was to be made, not that it should necessarily not be 999 or 1,001 words. Now, I do not know who are the authors of these essays, but I can say that if I was "423GG," whoever that may be, I would hate—and if a Cleveland man is the man that has written one of those essays and should be that second man, and got it away from a man on one word—I would be ashamed of him. [Great applause.] I have seen associations broken up by this strict construction business. [Cries of "Good!"] I tell you we want to be liberal and broad about this matter. [Applause.] Here is a committee entirely disinterested, which comes up and says there is a winner, but he has one word too much. Now, the rule about the thousand words was not mandatory, but directory, and if I were the man who wrote the second essay I should stand up here and say, "Boys, give it to the one who is entitled to it, and I will take second place." [Cries of "Good!"]

Mr. Meyers—This seems to be a matter of good feeling. I do

not see where there is going to be any internal dissension. About fifteen minutes ago I just remarked to one of the gentlemen on my right that "The meeting is rather tame. I hope we will have a row or something." It has come, and I think the rest are enjoying it. I know I am. It seems to me that the gentleman who last spoke that the cup was given with the intention of rewarding merit, was right. Now, there was not any question in the minds of that committee as to the one to which to award it, viz.: that the essay having one word too many was entitled to the cup on merit. Had they both been alike and each had 95 per cent say of merit, and the question was to be decided on that one word, they would have given the man the benefit of the doubt that was within the limit, but where the one having one word too much, without any question at all, is the meritorious production, it is rather small to say, "Well, you are beyond the limit by one word." That essay may have been copied by a typewriter and an "and" may have slipped in, or a compound word, as stated, may have been miscounted. On account of that slight error this meritorious production should not be set aside if we wish to uphold our character as insurance men of being just. [Applause.]

Mr. George L. Wrenn of Chicago—I think we overlook one thing. We would do discredit to the memory of Maj. Calef, who gave this cup, if we decide the question on any other ground than that of merit. It seems to me mere child's play of standing here on that one word. [Great applause. Cries of "Question!" "Question!"]

The President—Those in favor of granting the Calef loving cup committee the authority to award the cup to the essay having 1,001 words will rise.

The majority of the convention rose to their feet.

The President—Those opposed, likewise.

Seven members rose to their feet.

The President—The ayes have it and the committee is granted the authority. [Great applause.]

Mr. Williams is now ready to make the report of the executive committee.

Great applause greeted Mr. Williams' first appearance on the platform at this convention.

Mr. Williams then read the following report :

REPORT OF THE EXECUTIVE COMMITTEE.

MILWAUKEE, Wis., Sept. 16, 1897.

Gentlemen of the Convention: The report and recommendations of your executive committee are herewith submitted for your consideration.

Subsequent to the convention held at Washington, D. C., Oct. 7-9, 1896, and prior to our present gathering, there has been but one formal meeting of your executive committee, which was held at Cincinnati, O., April 21 and 22, at which time the Life Underwriters' Association of Cincinnati cordially entertained your committee and gave in its honor a banquet at the Burnet House, on April 21, which was numerously attended, and on which occasion several gentlemen of prominence, both in and out of our profession, delivered able and instructive addresses. For the hospitable entertainment received on this occasion your committee embraces this as the first official opportunity to extend to the Cincinnati Association hearty thanks.

Since our gathering in the capital of the nation, less than one year ago, your executive committee, the National Association and the interests of life insurance generally, have suffered great loss by the death of two of our most earnest, indefatigable and valued members. By the death of Maj. Ben S. Calef, which occurred Jan. 9, 1897, and of Col. George P. Haskell, who departed this life Aug. 8, ultimo, a void has been made in our ranks which it seems hard to realize and impossible to fill. Both were charter members of the National Association. The first named was one of the organizers of the Boston Life Underwriters' Association, the first chairman of the executive committee of the National Association, which position he filled for two years, and the last president of our association preceding the present incumbent; the second was one of the original members of the Life Association of New York, its president for two consecutive years, and the chairman of the executive committee of the National Association during the years 1893-1895. In each of the several positions referred to, our lamented brothers discharged their duties with signal ability, and were at all times enthusiastic workers in any direction leading to the success of both local and National Association work. Your committee would earnestly recommend that this association, during the present convention, adopt appropriate resolutions expressive of our bereavement.

In order that the delegates might have early information of

the condition of the association, the able and comprehensive report of the committee on statistics, which is hereby made a part of this report, has been printed and distributed. From its perusal you will have learned that the National Association is, so far as the number of associations and individual membership is concerned, in a prosperous condition. Since the last convention three new associations have been added to our membership.

The individual membership of the local association is now 1,337, being an increase over that of last year of 115.

In connection with the organization of new associations, an interesting report was submitted by the committee of local associations, which, among other things, contained the following:

Reports showing an increase of membership in associations heretofore organized, and of new organizations seeking admission to the national body, indicate that the cause is gaining ground in many directions and being more firmly established in locations previously occupied.

An important factor to the highest usefulness of this committee has been lacking, due to the fact that there has been no organized system of visitation to the various local associations by members of this committee. Yet, in spite of this, it is a matter of congratulation to be able to state that "all along the line" are found evidences that the association idea, this past year, has been growing more and more prominent; the better class of our profession generally becoming more and more affiliated with the local, and thus with the National Association.

Your committee, however, earnestly recommends increased efforts on the part of members of every association that the time may be hastened when membership in local insurance associations may be recognized as essential to an honorable standing in the business with which we are connected.

Recognizing the force of the remark regarding the lack of organized visitation, it is hoped by your committee that in the arrangement of future sub-committees this want may be provided for.

The labors of the committee on topics and publication are fully evidenced by the communications which said committee has from time to time addressed to the local associations. The report of said committee would indicate, however, that the labors referred to have not met with that appreciation from the local associations which their importance would seem to demand. In referring to this subject, the committee on topics and publication, among other things, said:

Your committee is of the opinion that our local associations have not yet reached that degree of power and influence that it is their privilege to enjoy. We believe that there is need of creating a greater interest on the part of individual members; that membership should be enlarged; and the influence of association should be more far-reaching.... The ideal member is he who fully believes in the aims and objects of his associa-

tion, and seeks to put into it all he possibly can. When all are working in harmony for the upbuilding of a common cause, then it is that the individual member receives the greatest possible help. To such unselfish devotion your committee would urge one and all. Our work is noble, and, while much has already been accomplished, we look forward with greater hope for grander achievements.

The special sub-committee, to which was referred the selection of a topic for essays in competition for the Calef loving cup, and which consisted of Messrs. F. A. Kendall and E. W. Christy of Cleveland, under date of May 15, recommends as follows:

Subject: "Ethics of Field Work."

The committee to decide the contest to consist of Dr. H. C. Martin of *Rough Notes*, Indianapolis, F. C. Oviatt of the *Philadelphia Intelligencer*, and Frank H. Leavenworth of the *Indicator*, Detroit.

The committee further recommends the adoption of the rules and regulations which obtained in the contest of 1896, and which are given below:

RULES.

First—Subject: "Ethics of Field Work."

Second—All papers to be forwarded to the secretary of the National Association, Mr. E. W. Christy, 108 Euclid avenue, Cleveland, O., not later than Aug. 1, and by him immediately transmitted to the committee on awards, consisting of Messrs. Martin, Oviatt and Leavenworth, their report being sent to the secretary prior to the meeting of the National Association, namely, Sept. 15.

Third—Essay to be limited to 1,000 words.

Fourth—As many members of an association may join in the competition as such association may elect.

Fifth—The member writing the paper shall place his name in a sealed envelope, bearing a number corresponding to the number of the envelope containing his paper.

Sixth—The author of the selected paper shall receive the cup as custodian for his association, and it shall bear his name and that of his association, and the date.

The cup shall be held by his association until the next annual meeting of the National Association, when a similar contest shall take place under the direction of the national executive committee.

If, for any reason, the association holding the cup shall dissolve or withdraw from the National Association, the cup shall be returned to the executive committee.

Seventh—All papers submitted in competition shall become the property of the National Association, with the right to publish the same if desired.

Having thus reviewed the general work of the association, your committee desires to direct the attention of the convention to the matter of finance, to which subject the committee has given careful and earnest consideration for the past two years. The report of the treasurer will show that since our last convention he

has collected for dues the sum of \$666.67, and from voluntary contributions of different associations the sum of \$440, during which time he has paid out \$979.19, leaving cash on hand \$656.10, and the sum of \$100 due from associations, making the total assets \$756.10, against which there are unpaid bills of \$534.18. But since his report does not take into consideration the liability in connection with the present convention of, say \$450, the apparent surplus of \$221.92 is readily converted into a deficiency of \$228.08. With a membership of, say thirty associations, our present annual revenue is \$750. Our annual expenditures for rent of hall, stenographic work at the annual convention and mid-year executive committee, printing, stationery and postage of the various officers and committees exceed \$950, without any provision for compensation to the secretary.

During the first four years of the association's existence the secretary acted without compensation. On the election of the secretary in 1894, a salary of \$400 was voted to him. A like sum was voted to his successor one year later. This made a total of \$800, or \$400 per annum, in excess of the expenses borne during the first four years of the association. In addition to this it should be stated that until 1896 no rental for the convention hall had been paid by the National Association. This added \$100 to the expenses of that year, while a similar sum will probably be needed in connection with the present convention. This addition of \$100 per annum or \$200 to date, should be added to the \$800 referred to.

Your committee respectfully submits that the foregoing exhibit clearly shows the necessity for a larger revenue to the National Association, and it is the unanimous opinion of the committee that with our present membership the necessary funds for the proper transaction of the business of the National Association can be provided without imposing any financial burden on the membership, and to accomplish this end your committee recommends that Art. II of the by-laws be amended so as to read as follows:

Each local association shall pay into the treasury of this association as yearly dues, in advance, the sum of \$25, and \$1 additional for each active member belonging to said association on June 1 of each year, in excess of twenty-five. Such payments shall be made on or before the 18th day of June of each year, or within thirty days thereafter, and failure to pay such dues within the time named shall work a forfeiture of membership. Provided, that any local association joining the National Association within the fiscal year shall pay the proportionate part of the specified dues for that year. And the treasurer is hereby authorized to adjust all pending accounts with the association on this basis.

And that Art. III of the constitution be amended so as to read as follows:

The association shall meet annually, each local association being entitled to five delegates and one additional delegate for every ten active members in excess of twenty-five.

In the confident belief that the adoption of the recommendations herein made will place the National Association on a good financial basis and make full provision for the vigorous prosecution of the noble work in which we are engaged, the foregoing is respectfully submitted,
BEN WILLIAMS, Chairman.

Mr. Williams—Gentlemen, in order to understand some questions in regard to this matter, it may be well for me to state that the adoption of the amendments would increase the revenue of the National Association by \$477. That additional revenue would come from the following associations:

Arkansas Life Underwriters' Association,	Nothing
Boston Life Underwriters' Association,	\$25.00
Connecticut Life Underwriters' Association,	Nothing
Life Underwriters' Association of Chicago,	\$75.00
Cincinnati Life Underwriters' Association,	15.00
The Cleveland Association of Life Underwriters,	8.00
Denver Association of Life Underwriters,	Nothing
Life Underwriters' Association of the District of Columbia,	Nothing
Georgia Association of Life Underwriters,	Nothing
Indiana Association of Life Underwriters,	\$8.00
Iowa Life Underwriters' Association,	Nothing
Kansas City Life Underwriters' Association,	Nothing
Kentucky Life Underwriters' Association,	Nothing
State of Maine Association of Life Underwriters,	\$10.00
Life Underwriters' Association of Western Massachusetts,	Nothing
Michigan Life Insurance Agents' Association,	\$22.00
Minneapolis Association of Life Underwriters,	10.00
Minnesota Association of Life Underwriters,	Nothing
Nebraska Life Underwriters' Association,	\$18.00
New Hampshire Life Underwriters' Association,	Nothing
Life Insurance Association of New Jersey,	\$35.00
Life Underwriters' Association of New York,	131.00
Life Underwriters' Association of Eastern New York,	43.00
Life Underwriters' Association of Western New York,	Nothing
Philadelphia Association of Life Underwriters,	\$11.00

Pittsburg Life Underwriters' Association,	\$8.00
San Francisco Life Underwriters' Association,	Nothing
Tennessee Life Agents' Association,	\$6.00
Texas Life Underwriters' Association,	Nothing
Virginia Association of Life Underwriters,	Nothing
Waco Association of Life Underwriters,	Nothing
Wisconsin Association of Life Underwriters,	\$52.00

Making the total, as I stated, \$477. Gentlemen, I thank you.
[Great applause.]

Mr. Yereance—Will not the chairman be good enough to state for the information of the convention the remaining feature of Art. V of the by-laws, which remains unchanged, lest any gentleman should feel that by the proposed change there might be any departure from Art. V? You have it here.

Mr. Williams—It is Art. II of the by-laws we propose to amend, and I read the article as it would appear when amended. Art. II of the by-laws and Art. III of the constitution.

Mr. Yereance—I fail to find this clause which appears on this memorandum. Art. V of the by-laws provides that all questions when demanded by the delegates present from at least two associations shall be decided by a roll-call of the yeas and nays, and "each association shall vote as a unit and be entitled to one vote only." I bring the attention of the convention to this existing rule, lest any of them may fear that because New York pays its additional quota, with its one hundred and fifty-six members, and is thereby entitled to eighteen delegates, that there might be a disposition in the future on the part of New York to undertake to run things. But you see there is a safety valve, that on the request of two delegations the unite rule will continue to be applied. Therefore, New York, with its eighteen delegates, can only have one vote on any question that the convention may desire. I want to prevent any possible objection there might be in the minds of many, lest, peradventure, the large delegations should have an undue advantage, but you see the convention has a safety-valve.

Mr. Williams—There is no change in the matter referred to. Mr. Yereance is correct.

Mr. C. D. Hammer of Boston—I move the acceptance and adoption of this report and that a vote of thanks be extended to the executive committee for their efficient work during the past year.

The motion was seconded and carried.

Mr. Yereance—It seems to me, Mr. President, that the motion should be that the constitution be amended as recommended by the executive committee.

The President—That is a separate motion.

Mr. Yereance—I would make that motion.

The President—How is that, Mr. Yereance.

Mr. Yereance—I move that the by-laws and the constitution be amended in pursuance of the executive committee's report which has already been adopted.

The motion was seconded.

Mr. Sutton—Must that be voted on separately, the voting on the committee's report and on the change?

The President—The acceptance of the report has been adopted. Now the motion of Mr. Yereance is that the recommendation of the executive committee be adopted. [Cries of "Question!" "Question!"]

The President—Mr. Sutton, do you wish to make separate questions of them?

Mr. Sutton—No. [Cries of "Question!" "Question!"]

The President—Those in favor of changing Art. II of the by-laws and Art. III of the constitution as recommended by the executive committee will signify by saying aye, contrary, no.

The motion was then unanimously carried.

Mr. Williams—I would suggest that inasmuch as the constitution provides for a two-thirds vote it would be safer for us to vote on each of those propositions separately.

The President—There is no opposition at all.

Several Voices—It was unanimous.

Mr. Shideler—Will the record show it was unanimous.

The President—A unanimous vote is what I understood, gentlemen. I did not hear any "noes" to the contrary.

Mr. Dyer—I want to call attention to the same point that was referred to by the chairman of the executive committee. If my recollection is right the constitution provides, or rather the by-laws, that the constitution and the by-laws can only be amended by a two-thirds vote of the association present and voting. Am I correct in that?

The President—You are correct.

Mr. Dyer—If this vote we have taken is a change of the constitution it seems to me the vote we have just gone through with is invalid.

The President—It is a unanimous vote, Mr. Dyer. Unanimous is a little stronger than two-thirds, isn't it?

Mr. Dyer seemed a little uncertain how to answer the query of the President, but started to say "The constitution and by-laws" when he was interrupted by the President.

The President—Do you move a reconsideration.

Mr. Dyer—Not at all. I am satisfied to have things go one way or the other. It does not make any difference to me. My point was that the by-laws provide how the constitution shall be amended. It does not provide how the constitution is to be amended. It goes further and says that the constitution shall not be amended in such a way. Now, then, how are you going to get over the constitution?

The President—If the gentleman so desires I will read it for the benefit of the convention. The chair decides that it was a unanimous vote. Without reconsideration it is out of order for any further discussion.

The report of the committee on statistics, which had been submitted to the executive committee, was as follows:

REPORT OF COMMITTEE ON STATISTICS. 1897.

To the Executive Committee of the National Association of Life Underwriters:

Your committee takes pleasure in making the following report:

Seven years have passed since the National Association of Life Underwriters entered upon its successful career. During this period, life insurance has made rapid strides, and the National Association has been an important factor in extending acquaintance, establishing good fellowship, broadening ideas, and promoting methods essential to the best interests of our business. A spirit of unity, an indispensable requisite to the success of any organization, has prevailed to a remarkable degree among those who have sought, by the sacrifice of time and labor, its highest welfare. It now has a membership of thirty local associations, representing twenty-four states. As this report goes to press we learn of the organization of one or more new associations, but official notice of their connection with the National body has not been received.

The reports received from the local associations for the past year have been gratifying, and indicate growing interest and encour-

aging progress. The approximate total membership is 1,337, a decided gain over that of last year. The regular meetings, as a rule, have been well sustained, and have been devoted to sociability and the discussion of topics of interest and profit.

The total number of meetings held by all the associations was 229, with an approximate total attendance of 4,931, an average attendance of over 21.

At the last annual convention held in Washington, D. C., fifteen essays were furnished in competition for the custody of the "Calef Loving Cup." Mr. Charles B. Soule, of the Chicago Life Underwriters' Association, was awarded the cup, and the paper of Mr. Charles W. Pickell, of the Michigan Life Insurance Agents' Association, received honorable mention. The committee of award consisted of Col. C. M. Ransom, Mr. John A. Fowler, and Mr. Charles A. Hewitt.

During the past year death has again invaded our ranks. Two of our most valued members have been taken from us. It is with regret we record the loss of Maj. Ben S. Calef and Col. George P. Haskell. Both of these gentlemen were charter members of the National Association, and were greatly esteemed for the deep interest they ever showed in its welfare, and the earnest efforts they put forth for its success.

Maj. Calef was one of the organizers of the Boston Life Underwriters' Association; was the first chairman of the executive committee of the National Association, and filled with marked success this important office for two consecutive years. He was elected president of the national Association for the year 1895-96. The geniality of Maj. Calef won for him many friends, and his beautiful gift, the "Calef Loving Cup," will cause his name to be long remembered.

Col. George P. Haskell was one of the organizers of the New York Life Underwriters' Association, and was its president in 1891-92. He was elected chairman of the executive committee of the National Association in 1893, and was re-elected in 1894. He possessed superior executive ability, and discharged the duties of this office with great efficiency. The departure of Col. Haskell leaves a void in the executive committee and the National Association that will be hard to fill.

We give herewith items of special interest which have occurred in the year just closed; a tabulated report of the local associations; and a chronological record of events of the National Association.

We desire to express to the officers of the local associations

our hearty thanks for the prompt and full information furnished us—necessary for the preparation of this report.

ITEMS OF SPECIAL INTEREST DURING THE PAST YEAR.

Chicago Association—Three convictions under Referee Reed; all non-members.

Cincinnati Association—Entertained the executive committee of the National Association in April.

Cleveland Association—Five interesting papers have been read since Jan. 1, relating to assessment insurance.

Indiana Association—Tax commissioners attempted to list paid-up and cash value policies for taxation; have been enjoined, but supreme court decision not yet rendered.

Iowa Association—Legal proceedings in case of violation of the anti-rebate law resulting in conviction; also, sustaining in court two-year suicide clause.—(Mutual Life.)

Kansas City Association—An attempt made to enact a state anti-rebate law, but failed.

Kentucky Association—Action brought in Daviess County Court against an agent for rebating; still pending.

Maine Association—Enactment of law taxing foreign companies $1\frac{1}{2}$ per cent gross, formerly 2 per cent net premiums.

New York Association—Incorporation of that association under the laws of the State of New York.

Eastern New York Association—A committee appointed by the association was successful in convincing an applicant who was offered a policy with a rebate that he had better not accept it under such conditions. The offending agent was not a member of the association.

Philadelphia Association—An agent was arrested and tried in court on a charge of rebating, and acquitted, but the charge, after full consideration of the facts, was sustained by Referee Reed; also, a resolution was passed giving the president power to employ detectives and counsel, and to arrest and prosecute rebaters.

Pittsburg Association—The introduction at regular meetings of topics of local and current interest, in addition to those pertaining to life insurance, has proven successful.

A case of "twisting" was referred to the association; after careful investigation, resolutions expressing disapproval were adopted. The company issuing the new policy recalled it and refunded the money. The "twisted" policy was re-instated.

Tennessee Association—An agent is now under indictment in

Knox county on charge of rebating, and the association is aiding in the prosecution.

Nearly all the associations report that the action of the companies against rebating has had a tendency to diminish the evil.

THE NATIONAL ASSOCIATION OF LIFE UNDERWRITERS—CHRONOLOGICAL RECORD OF EVENTS.

1890—June 18, 19. National Association of Life Underwriters organized at Parker House, Boston, with fourteen (14) associations as members, viz.: Baltimore, Boston, Chicago, Cleveland, Nebraska, New York, Western New York, Maine, Michigan, New Hampshire, Philadelphia, Pittsburg, Providence and Vermont. C. M. Ransom, honorary member. Officers elected: President, George N. Carpenter; secretary, E. H. Plummer; treasurer, William Ratcliffe; chairman of executive committee, Ben S. Calef. Thursday evening—Complimentary dinner by the Boston Association at the Parker House, D. N. Holway presiding.

1890—Oct. 28. Meeting of the executive committee at Hotel Brunswick, New York; eighteen (18) present. Banquet in honor of the committee by the New York Association at Delmonico's. The following associations were admitted to membership during the year (1890-91): Cincinnati, Connecticut, Indiana, Kansas City, District of Columbia, the Carolinas, Minnesota and Wisconsin (8).

1891—March 28. Meeting of the executive committee at Hotel Rennert, Baltimore; eleven (11) present. Banquet in honor of committee by Baltimore Association at Merchants' Club.

1891—June 16. Delegates en route to annual convention at Detroit entertained by the Cleveland Association.

1891—June 17, 18. Second annual convention at Hotel Cadillac, Detroit, President George N. Carpenter presiding. Papers by George P. Haskell and Charles H. Ferguson. Officers elected: President, Charles H. Raymond; secretary, E. H. Plummer; treasurer, William Ratcliffe; chairman of executive committee, C. E. Tillinghast. Thursday evening—Banquet at Hotel Cadillac by the Michigan Association, W. T. Gage, presiding.

1891—Oct. 28, 29. Meeting of executive committee at Hotel Brunswick, New York; nineteen (19) present. Banquet by New York Association, evening of the 29th, at Delmonico's. The following associations admitted to membership during the year

(1891-92): Kentucky, New Jersey, Kansas, Eastern New York, Louisiana, Tennessee and Alabama, and Texas (7).

1892—May 25, 26. Meeting of executive committee at Hotel Wellington, Chicago; fifteen (15) present. Banquet by Chicago Association, evening of 26th, at Hotel Wellington.

1892—Sept. 21, 22, 23. Third annual convention at Carnegie Music Hall, New York, President Charles H. Raymond, presiding. Papers by George N. Carpenter and Joseph Ashbrook. Officers elected: President, C. E. Tillinghast; secretary, E. H. Plummer; treasurer, William Ratcliffe; chairman of executive committee, Ben S. Calef. Friday evening—Banquet by New York Association at Delmonico's, Tilden Blodgett presiding. The following associations admitted to membership during the year (1892-93): Georgia, Iowa and Virginia (8.)

1893—April 5, 6. Meeting of executive committee, Continental Hotel, Philadelphia; fourteen (14) present. Banquet given by the Philadelphia Association, April 6, at the Continental Hotel.

1893—Sept. 5. Meeting of the executive committee at Hollenden Hotel, Cleveland; thirteen (13) present.

1893—Sept. 6, 7, 8. Fourth annual convention at Chamber of Commerce Assembly Rooms, Cleveland. President C. E. Tillinghast presiding. Papers by Henry W. Smith (editor *United States Review*) and C. E. Staniels. Officers elected: President, Charles H. Ferguson; secretary, E. H. Plummer; treasurer, William Ratcliffe; chairman of executive committee, George P. Haskell. Banquet by the Cleveland Association, evening of Sept. 8, at the Hollenden Hotel, F. A. Kendall, presiding. The following associations, by reports to date, admitted to membership during the year (1893-94): Alabama, Denver, District of Columbia, Tennessee and Topeka (5).

1894—March 14, 15. Meeting of executive committee at Monongahela House, Pittsburg; fourteen (14) present. Banquet by the Pittsburg Association on evening of March 15 at Monongahela House.

1894—June 20, 21, 22. Fifth annual convention at Recital Hall, Auditorium Building, Chicago, Ill., President Charles H. Ferguson presiding. Addresses by Hon. Willard Merrill and Charlton T. Lewis, Esq. Paper by George W. Phillips. Officers elected: President, E. H. Plummer; secretary, George F. Hadley; treasurer, C. A. Weidenfeller; chairman of executive committee, George P. Haskell. Evening of June 21—Banquet at the Auditorium, given by the Chicago Association, Vice-

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NAME OF ASSOCIATION.	OFFICERS.	Place of Meeting.
Indiana Life Underwriters' Association	President, Charles D. Hammer. 115 Devon Street, Boston. Secretary, J. C. Hamilton. 21 N. E. Street, Boston.	April 8, 1893.
Life Underwriters' Association of Chicago	President, William D. Wyman. 10 W. Third Street, Chicago. Secretary, Fred B. Mendenhall. 223 N. La Salle Street, Chicago.	Dec. 7, 1892.
Life Underwriters' Association of Cincinnati	President, Edwin Bond. 1112 Broadway, Cincinnati. Secretary, Frank W. Beck. United Bank Building, Cincinnati.	May, 1890.
Cleveland Association of Life Underwriters	President, P. W. Titton. The Arcade Building, Cleveland. Secretary, J. G. Merrill. 309 New England Building, Cleveland.	April 20, 1892.
Connecticut Life Underwriters' Association	President, Daniel R. Kean. 440 Chapel Street, New Haven. Secretary, J. C. Thompson. 100 South Street, Hartford.	Oct. 27, 1900.
Life Underwriters' Association of District of Columbia	President, Frank H. Thomas. 302 E. Street, N. W., Washington. Secretary, George B. Gilchrist. 1808 E. Street, N. W., Washington.	April 22, 1891.
Denver Life Underwriters' Association	President, J. C. Porter. 1000 Broadway, Denver. Secretary, Edwin C. Davidson. 1111 Broadway, Denver.	April 22, 1893.
Georgia Association of Life Insurers	President, Livingston Mims. Atlanta. Secretary, J. R. Nutter. 10 Wall Street, Atlanta.	Sept. 20, 1892.
Indiana Life Underwriters' Association	President, David E. Evans. 28 North Third Street, Indianapolis. Secretary, J. C. Hamilton. 100 South Third Street, Indianapolis.	Jan. 8, 1891.
Iowa Life Underwriters' Association	President, J. O. Cunningham. 201 Commercial Block, Des Moines. Secretary, G. L. Johnson. 401 Commercial Block, Des Moines.	July 17, 1893.
Kansas City Life Underwriters' Association	President, Charles D. Miller. 700 Exchange Building, Kansas City. Secretary, George M. Rogers. American Bank Building, Kansas City.	Oct. 26, 1892.
Life Underwriters' Association of Kentucky	President, Charles D. Jacobson. Hall Block, Louisville. Secretary, J. C. Hamilton. 410 E. Main Street, Louisville.	Aug. 26, 1892.
State of Maine Association of Life Underwriters	President, Jonathan M. Burns. Westbrook. Secretary, J. C. Hamilton. 180 N. Main Street, Portland.	Oct. 8, 1892.
The Life Underwriters' Association of Western Massachusetts	President, Henry K. Richards. 122 Main Street, Springfield. Secretary, J. C. Hamilton. 31 Main Street, Springfield.	Sept. 28, 1891.
Providence Life Insurance Association	President, Charles W. Hickell. 101 Chamber of Commerce Building. Secretary, J. C. Hamilton.	Oct. 2, 1894.

President Charles B. Soule presiding, owing to illness of President John K. Stearns.

1895—March 20, 21. Meeting of the executive committee at the Shoreham House, Washington, D. C.; sixteen (16) present. Banquet by the Association of District of Columbia at the Shoreham House, evening of March 21.

1895—Oct. 23, 24, 25. Sixth annual convention at New Central Drawing Room, Philadelphia, Pa., President E. H. Plummer presiding. Addresses by Hon. Samuel R. Shipley, president Provident Life & Trust Company, and Emory McClintock, actuary Mutual Life Insurance Company. Papers by John K. Stearns and James L. Johnson. Officers elected: President, Ben S. Calef; secretary, L. D. Drewry; treasurer, Eli D. Weeks; chairman executive committee, Ben Williams. Evening of Oct. 25—Banquet at the Continental Hotel, given by the Philadelphia Association, President E. H. Plummer presiding.

1896—April 23, 24. Meeting of the executive committee at the Plaza Hotel, New York City; seventeen (17) present. On the evening of April 23 the executive committee attended in a body the meeting of the New York Association at Muschenheim's Arena.

1896—Oct. 7, 8, 9. Seventh annual convention at Banquet Hall of the Arlington Hotel, Washington, D. C., President Ben S. Calef in the chair. Addresses by William T. Standen, actuary United States Life Insurance Company, and H. R. Hayden, editor of the *Weekly Underwriter*. Papers by Henry C. Ayers and James W. Janney. Officers elected: President, David S. Hendrick; secretary E. W. Christy; treasurer, Eli D. Weeks; chairman of executive committee, Ben Williams. Banquet by the Association of District of Columbia, evening of Oct. 8, at the Arlington Hotel, Simon Wolf presiding.

1897—April 21, 22. Meeting the executive committee at the Burnett Hotel, Cincinnati; eight (8) present. Banquet by the Cincinnati Association, evening of April 21, at the Burnett Hotel.

Respectfully submitted,

HENRY C. AYERS,
C. E. STANIELS,
J. W. IREDELL, JR.,
Committee.

PITTSBURG, PA., Sept. 10, 1897.

The President—Have we any further committee reports ready, gentlemen? We are now down to new business. Has anyone anything to offer for the convention's consideration in the way of

new business this afternoon? Mr. Oviatt, are you ready with report from the Calef loving cup committee?

Mr. Oviatt signified that he was ready.

The President—The report of the committee on the Calef loving cup will now be heard.

Mr. Oviatt—Mr. Chairman and gentlemen of the convention: The paper marked "5AA," which was awarded the first place, was written by W. S. Martin, Jr., of Manchester, N. H., manager of the Massachusetts Mutual Life Insurance Company. [Great applause.] The second choice we would give honorable mention to was written by Charles Nicholas Haley of Milwaukee, Wis., representative of the Mutual Life Insurance Company.

Mr. Wrenn—Would it not be a very pleasant thing for us to have the young man who received this high honor come before us?

The President—Unfortunately for us, sir, Mr. Martin is not here, but Mr. R. H. Cheney of the New Hampshire delegation is here and will read the paper for us. [Applause.] Gentlemen, I have the pleasure of presenting to you Mr. Cheney [applause], who is a member of the same association as Mr. Martin, the successful competitor for the Calef loving cup. He will now read the essay written by Mr. Martin, and receive the cup for his association.

Mr. R. H. Cheney of Manchester—I might say, gentlemen, that I was entirely ignorant of this until this morning. This is a landslide for me, and it will be for Mr. Martin, beyond the mere reference that he made to the loving cup at one time when I was in his office, I knew nothing about it. He said he had a notion to compete for the cup, and I said, "Martin, you will be doing good, you will be adding something to the general information, you will be in line with what we are all trying to do, but you won't get any cup." [Laughter.] It all passed out of my mind, and I had not thought of it until this morning. "Ethics of Field Work," is the title here.

ETHICS OF FIELD WORK.

"Theoretical ethics in its application to man aims to ascertain the principles of the ideal manhood and life. Practical ethics makes application of these principles in directing man to the attainment of the ideal character and life."

Such is one of the scholastic definitions of the science of doing right.

The field worker, then, who ascertains the principles of right underlying his calling and applies them in the practice of it, will have the "alpha and omega" of the ethics of field work, and will be the metaphysical ideal agent and man. In other words, he must embrace moral character and conduct in his actions as he prosecutes his business.

While it is improbable that this idea can be carried by the field worker to its logical conclusion in the yet imperfect state of man, yet there is a true character and conduct, and it would seem as though it would not be hard for him to conform to its great principle, the principle of doing right, which is the moral duty underlying human action.

Engaged in a business whose duty, by virtue of its very existence, is to gather up in prosperity that it may distribute in times of adversity, carrying sunshine and joy and future happiness into the home, smoothing the path of the aged and completing the plans of the dead, the agent must always remember what he represents and what insurance is doing and has done, in order to become the true worker in the field.

First, it is needless to say that the ethical agent is a gentleman in all places and under all conditions. Courteous, chivalrous, thoughtful of his business interests, he will be careful of the rights of others. The natural ally and supporter of the weak, he is equally the sage counsellor of the strong. It means much in such a business to be a gentleman. Sir Phillip Sydney's gift of water to the dying soldier shines glorious through the centuries as the deed of a perfect gentleman in a time of sorest trial. In itself it was a small thing, but it was immortal. Carefulness in small things makes men great in large ones, and, as Bacon puts it, "Good manners are like perpetual letters, commendatory."

Again, the field worker will sell insurance because people buy it on the assumption of his respectability, integrity and good character, and knowing this and realizing it in its highest sense, he will always preach the truth, for, as Garfield wisely said, "The product of the human mind is never lost if it have the element of truth." The untruthful agent passes with the day, while the man who is fair and straightforward in his dealing builds up a reputation which is continuous. How much good territory has been spoiled by the deceitful methods of agents; how many good men have had to suffer and be maligned because of the evil influences of the man without honor; how many policies have lapsed through being placed by deceit and dishonesty.

But the ideal agent will cause this to pass away. Secure in his position of honesty he will be unassailable in competition. Men like to deal with him because they can depend upon him, and he can say with Lucretius, "It is a pleasure to stand upon the shore and see the ships tossed upon the sea, a pleasure to stand in the window of a castle and see the battle and the adventures thereof below, but no pleasure is comparable to that of standing on the vantage ground of truth."

Having, then, started to do right with such conduct, action, aims, as will embrace the supreme good or end, the agent must never intellectually stand still, and in order to improve his mind he must always ascend. He cannot gain real knowledge of his vocation in the same routine way, he must accumulate, he must classify, he must reduce to method, he must grasp modes of thought and group and shape his acquisitions by them. It matters not whether his field is city or country, wide or limited, in every instance to command it is to rise above it, and to rise above it is to reach something better.

If he does not do this his knowledge, which ought to make him strong, will oppress him, and he will be surpassed by the man of less brains, but more wit. "Knowledge is proud it knows so much; wisdom is humble it knows no more." So the field worker should aspire for wisdom which still "cries out in the street" as in Shakespeare's day, and this, well wielded, will carry him upward and onward towards the true character, moral manhood, the agent of greatest good.

And finally, every time the field worker places a policy he should observe the best interests of the insured, for it is upon him the applicant relies. It is not the company, not the policy, but the man who sells the insurance, and the agent who places a policy because it bears a larger commission than another better adapted to the insured's wants, is false to a sacred trust. Insurance is primarily founded upon the affections, and neither the lawyer, doctor or banker has the grand opportunity of wise counsel and heartfelt sympathy that the life agent has when he throws around the home, and all this word embraces, the great safeguard of life insurance.

Of all virtues of the mind, doing good is the greatest, and to whom in the wide world is this power given to a larger degree than the insurance man? Without it he never can attain to high moral manhood, the ideal character and life, nor can he attain and hold any position of trust with his company. But with it he may become a great ethical power in the world, and

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THE CALEF LOVING CUP.

when he shall have completed his earthly task his deeds will go on forever, for they have reached the human heart, and that is eternal.

Mr. Remmel—Mr. Chairman—

The President—The gentleman from Arkansas is out of order.

Mr. Remmel—Why am I out of order.

The President—The matter on which we are engaged is not yet finished. The Calef loving cup, on behalf of the National Association of Life Underwriters, will now be presented by Capt. Thomas of the Cleveland Association. Mr. Cheney will accept the same for the New Hampshire Association, of which Mr. Martin, the successful competitor, is a member. Capt. Thomas, gentlemen. [Great applause.]

Mr. Thomas—We have become so used to hearing these military titles that it is not surprising that I appear as Capt. Thomas, but I am simply plain John Thomas.

One of the great things to be accomplished, I suppose, by this great association of ours is the spread of good will among our members and among all these associations, and I think that Maj. Calef did one of the grandest things of his life when he established this presenting of the Calef loving cup to the various associations in accordance with the merits of the essay. It seems to me that the interests of our association will be most widely maintained and advanced by these essays. You cannot have failed to observe that every one that has been written thus far is of high character, that they go out among our members and among the people everywhere to uplift the standard of life insurance, that the best things and the noblest shall prevail among us. And now today I think it is no surprise to us that out of the grand hills of New Hampshire has come an essay which I believe is second to none, and on behalf of our National Association it gives me great pleasure, and I consider it an honor that I am permitted to do it, to present to the honored Granite State, and especially to Mr. Martin, this loving cup, and I do it, sir (handing the cup to Mr. Cheney) with the very greatest pleasure. [Applause.]

Mr. Cheney—Capt. Thomas, Mr. Chairman and Gentlemen: Some one has promulgated this general advice, "In an emergency tell the truth." [Laughter.] This is an emergency and the truth is that the emergency is too much for yours truly. [Laughter.] I accept and will convey to Mr. Martin this treasure which has become priceless to this association. Beyond that, and extending to this body for Mr. Martin sincere thanks

and a heart warm hand, if you will, I will attempt no speech. Under the circumstances you could not exact one. I knew nothing of it till the moment and am not prepared. You have his and our warmest thanks, gentlemen.

Mr. Remmel—Mr. Chairman, in view of the strong position I took upon the floor a few moments ago, and having suffered defeat, and in view of what I have listened to here, this magnificent paper, I desire to make a motion, and in making that motion I hope that I will stand before this convention, not as a narrow-gauge man from Arkansas, but one as wide as our country and broad as our country in liberality. I simply stood for a rule, and if the committee at that time had stated something about the percentages it might have been different. But I went down with it, and I now come before you to make a motion that this convention rise as one man and extend their thanks to this young gentleman for that magnificent paper, and that the secretary of this association be authorized to send him a telegram of congratulation on behalf of the convention.

Mr. Ford—I take pleasure in seconding the motion, and with that motion I take back all the wicked things I said about it. [Great laughter and applause.]

The President—You have heard the motion as offered by the gentleman from Arkansas, seconded by the wicked gentleman from Cincinnati. Those in favor will rise.

The convention then rose in a body and the president declared the motion unanimously carried.

A Member—I move that the gentleman from Arkansas be delegated to send the telegram. [Laughter.]

Mr. Cheney—Mr. Chairman, in view of all this discussion I would like to suggest in parenthesis that our committees when appointed be authorized not to stick upon little things like one word.

The President—It is a good suggestion.

Mr. Kendall—We have a character in Ohio, a third sergeant-at-arms, who has served on many administrations. He is a prominent character at Columbus. Sometime ago he sent a telegram to Senator Foraker in Cincinnati, saying, "Me and the governor are coming down." [Laughter.] I only want to say in this connection that "Me and Ed Christy" got up this contest. "Me and Ed Christy" were the sub-committee, as you observe, and provided this topic. We did not know how that topic would go, because heretofore the topics had been how to

make associations this, and how to make them that, and how to get them in, and how to get them to stay, and how to get them to pay up, etc. But we thought it was time we had a practical subject and have it brought to our attention by our brightest men, some practical instruction with reference to everyday work. I do not think that "Me and Ed" made any mistake. We evolved these rules and it was not our intention to limit the committee to one or two words. The idea is we don't want a paper of two hundred words long, a few quotations, but what we want is a fair paper of proper length. I am proud this cup has gone to New Hampshire. That is my native state. I am glad to know that the young insurance boys of the old Granite State are keeping up with the procession. This young man lives only sixteen miles from my old home. I was invited to present that cup, but I concluded that you would think that "Me and Ed" had it all set up, so I turned the job over to my friend Thomas, and there is where he got it.

Mr. Munson—I think that "Me and Ed" ought to have a vote of thanks.

The President—Do you make that as a motion, Mr. Munson?

Mr. Munson—I do.

Mr. S. J. T. Bush of Rochester—I second it.

The President—Gentlemen, it is moved and seconded that "Me and Ed" have the thanks of the entire convention for having done their work so well. Is the convention ready for the question?

The motion as offered was carried.

Mr. Meyers—I want to comment on the fact that the little scrap we had did lots of good, and we all feel better over it. I was requested by one of the members, who has not been present at past meetings, to ask the indulgence of the chairman and the older members for the purpose of having the names of the successful candidates in the past read from the cup, also the associations to which they belonged.

The President—I suppose there will be no objection, gentlemen. Do you want a special committee appointed, Mr. Meyers?

Mr. Meyers—I did not know whether I could read the engraving or not. Some of it is in Dutch and some of it in English.

The President then read the inscription on the cup, which was as follows:

W. Van Tuyl, Minnesota Association, June 21, 1894.

Henry K. Simons, Western Massachusetts Association, Oct. 25, 1895.

Charles B. Soule, Chicago Association, Oct. 9, 1896.

Mr. Shideler—The young man that took second place in this essay no doubt presented a meritorious paper, and my friend in front of me here (Mr. Ford) thinks that he won on account of coming within the limit while the other fellow raised the limit a little.

The President—I thought Cincinnati did not know anything about limits, Mr. Shideler.

Mr. Shideler—It is strange how little we fellows know about limits, but I for one, and doubtless many others present, would like to hear the second essay as well, especially as it comes within the thousand words. I move you, sir, that the second paper be read.

Mr. Shideler's motion was seconded and carried.

The President announced that the convention would have the pleasure of hearing the paper read by the man who wrote it.

Amid great applause Mr. Charles Nicholas Haley, the author of the paper which received honorable mention, then read the paper, as follows :

ETHICS OF FIELD WORK.

Ethics is defined as the "Science of human duty" and the body of rules drawn from this science.

Ethics, or the rules of human duty, applied to the field worker in life assurance may be discussed under three general heads :

First—Its relation to competitive fellow workers in the great field of soliciting life risks.

Second—Its relative place in the connection between the solicitor and his employing corporation.

Third—In the broad ground of the conduct of the field worker towards his constituent, the possible and the probable insurer.

The relation the solicitor bears to his competitor in the general work of soliciting life risks may be shorn of its harshness, and the unfortunate friction which may sometimes occur with the best of men by the agent having constantly before him the golden rule, "Do unto others as ye would have others do unto you," and by following this admirable axiom in all its actions the ethical condition of field work generally would be largely ameliorated, if not made perfect.

To come to practical illustration of what constitutes ethics in concrete practice: It is a rule of ethics never to berate your competitor without warrant of fact.

It is a rule of ethics never to try to twist a contract already closed.

It is a rule of ethics never to speak falsely of a competing company or its agents.

It is a rule of ethics never to poison an insurant's mind against any company with which he may have insured.

It is a rule of ethics never to try and supplant honest life underwriting by rebating or false promises to the insured.

It is a rule of ethics to find your own risks and educate them into insurants, rather than to gain chances of competition by espionage of your competitor.

Space will not permit of longer mention of specific data of what constitutes ethical procedure under this head, but Herbert Spencer's formula that "What a man should learn is the difference between the base and the noble and the true and the false, and knowing this to practice the noble and the true, not for what it brings, but for itself alone."

This is sufficient guide to turn to when in doubt of what is ethics of field work or any other endeavor.

In relation to his employing corporation the agent will be guided by the same general rules, which, when applied, will cause him to try and truly represent the company he works for, never unduly enlarging his functions without authority, and, on the other hand, never allowing himself to recede one iota from the high position which his conscience sets up as his standard.

He should thoroughly investigate and satisfy himself that his employing company fills all his requirements as to stability and equity, and knowing this to offer its propositions or contracts with the full knowledge of their scope and action, and to sell them without decrying the similar actions of other agents.

Lastly, in his applied ethical relation to the possible or probable insurer, the solicitor should, at all times, talk the broad cult of life insurance in its various forms, so simply as to make its beneficent practice plain to his hearers, thus increasing the kindly and attentive interest which the public has felt in the last half-century in this apparently new science of philanthropic equation.

He should teach its aims, practice and plans as an ardent disciple preaches the gospel—earnestly, simply, truthfully and persistently. He should exercise the greatest care in under-

writing his proposed clients in the best form suited to their condition; in price of premium, form of contract and duration of period, and never, for the sake of writing an application, foist upon the applicant any form of insurance contract not suited to his means and needs; and having done this, he should explain thoroughly the equities, benefits and guarantees under the contract so thoroughly that the buyer understands fully the nature of his purchase, and further than this, his whole bearing and line of action in his work should be that of the "upright man," whose word is truth, and so live that he demands the respect of his competitors and the admiration of the community in which he lives.

"The man who honors Conscience and her laws
Shall be the victor though he lose the cause."

The President—Gentlemen, I think when you look upon the face of Mr. Haley, his personnel, and when you remember the able paper he has just read, we will each and every one be convinced that the golden rule, as well as the true ethics of life insurance, are alive in Milwaukee today, notwithstanding that it is the home of the largest brewery in the world. [Applause.]

Mr. Shideler—I move you, sir, that the second paper be made a part of the records of this association.

The motion was seconded by Mr. Ford and carried.

Mr. Reddington—In the report of the chairman of the executive committee reference was made to the death of Maj. Ben S. Calef and Col. George P. Haskell. I move that committees consisting of three members each be appointed to prepare and present resolutions in regard to these members.

The motion was seconded and carried.

Mr. Sutton—I would like to ask the chair if it would be in order for me to make a motion that the association print a number of copies of that paper for distribution among the members.

The President—Do you make that as a motion?

Mr. Sutton—If a motion of that kind would be in order I would like to make it. I merely ask now if it is in order.

The President—The motion is in order.

Mr. Sutton—I make the motion, then, that the secretary, or the executive committee, whoever are the proper parties, be instructed to print several thousand copies, say 5,000 copies of those papers for distribution among the members of the association in ratio as to each association, so that we may have them to

distribute among our field workers. That is what the paper is intended for, and we want to give it to them so that they may use it, and I would like to have them come from an authentic source. Therefore I make a motion that the National Association print copies of these papers and give them to us, 5,000 copies of each paper.

Mr. Shideler—And distribute them according to membership.

Mr. Sutton—I mean, Mr. President, you understand, that both be printed on one paper.

Mr. Makley—That is very good, but we should all understand that life insurance is largely dependent upon the insurance press, and are not we coming in competition with our friends in so doing? It will all be published in each and every journal in full, and the small contribution to support these, gentlemen, will buy it from them. We all take the insurance journals, and what is the use of putting this association to the expense of going into the advertising business? That is beyond our province at this time. The journalists are here and we can get the journals, and we ought to have them, and those that want them can get them. If they cannot pay for them the companies will.

The President—All the wide-awake men take them.

Mr. Makley—I cannot see the use of this motion as made.

Mr. B. H. Lightfoot of Pittsburg—I do not want to say a word in opposition to the views of the gentleman, but I believe this document should be published and circulated by the association.

The President—Any other remarks on this subject, gentlemen?

Mr. Scott—It occurs to me that if this motion is adopted we are starting a move for spending more money by the National Association. Now, if any local association wants it they can buy all the copies they want of the insurance papers and distribute them just as widely as is necessary, and it seems to me this would answer the purpose without making this association a distributing medium for speeches or anything of that nature. We have heard from our treasurer that we are almost insolvent, at least we are obliged to raise the dues to meet current expenses, and while this would be a small matter, it is simply a stepping stone to something which might come after and be much greater. Therefore I am opposed to the motion and hope it will be voted down. [Cries of "Question!"]

Mr. Norris—I move to lay the motion on the table.

The motion was seconded and carried.

The President—Is there any other new business?

Mr. Shideler—I want the attention of everybody for one moment. I want at first to half-way beg your pardon, Mr. President, for having raised a question not in accordance with the constitution or order of business.

The President—What question was it, Mr. Shideler?

Mr. Shideler—That at every annual meeting the time and place of the next succeeding annual meeting shall be decided by ballot. That is new business. A year ago the convention decided to come to this beautiful city of Milwaukee, in the forenoon of the second day, as shown by the record.

The President—If the gentleman will allow me one moment—Mr. Shideler came up, gentlemen, and wanted me to take up the question of the selection of the next meeting place, and, as I told him, in the regular order of business the selection of time and place for the next annual meeting is the last item according to Sec. 10 of Art. VI of the by-laws. He said, “You are mistaken. It is always decided on the second day.” I said, “Well, if you are not right you can pay for a hat.” If the gentleman will turn to Sec. 10, Art. VI, he will see it says: “Selection of time and place for next annual meeting.”

Mr. Shideler—I still do not see where the last day comes in. That is the order for the first day. [Great laughter.]

The President—I will say for your benefit that I will take either a Knox or a Dunlap. It don't make much difference as long as it is a fall hat.

Mr. Shideler—Now just a moment, we will dismiss the hat question and ascertain what style we have to buy after we get through. Do you say to me that Sec. 7 that calls up new business is left until next to the last thing on the last day? If so, all of this new business is out of order.

The President—Unless it is called up as new business.

Mr. Shideler—And why is not that part of this new business as well as the other?

The President—I called for new business. You did not call for—

Mr. Shideler—Very well, sir, this order of business is for each day's work.

The President—The gentleman is out of order. That is my decision. I called for new business. We have a programme for the second day. The fourth item is new business; the fifth, presentation of Calif loving cup and reading of essay. That is the last on the programme.

Mr. Rukard Hurd of St. Paul, Minn.—I move we adjourn.

The motion was seconded.

Mr. Shideler—Just a word. [Cries of "Question!" "Question!"]

Mr. Shideler—I had the floor, gentlemen.

The President—Mr. Christy has some mail he wishes to distribute before we adjourn, gentlemen.

Mr. Shideler—Can I make a remark, please?

The President—The previous motion is the motion to adjourn. A motion to adjourn is now in order. Those in favor will say "aye."

The question was put and the president declared the motion lost.

The President—We will now hear from Mr. Shideler.

Mr. Shideler—I never dodge issues, and I take my medicine like a little man. I would not have raised this question (I get this as a personal privilege), I would not have raised this question at all the second time if the President had called my attention to the order of business as laid down for the government of this special business. The President's decision was that the constitution and by-laws provide that the selection of time and place for the holding of the next meeting is the last thing upon the programme. I read you a moment ago the only by-law that is upon that question and that provides that it shall be by a vote. That is all under the head of new business. Now, then, that is my position upon that question. That this is the order of business and not a by-law is clearly shown from the fact that next to the last thing in that order of business is new business, and if that applies only to the entire convention, instead of each day's procedure, then I insist that new business should not be brought up until next to the last thing tomorrow afternoon. Now, sir, having decided that the rule forbids us, and as the President, for whom I have the kindest respect, decides that the rule of order or rules of business provide that it shall come up tomorrow afternoon, I yield the floor, after having said that Indianapolis will be heard from tomorrow.

The President—Mr. Christy has some letters for several of the representatives. If you will pay attention he will call out the names.

On motion the convention adjourned, it being after 5 o'clock, until Friday, Sept. 17, at 10 o'clock A. M.

THIRD DAY'S PROCEEDINGS.

MORNING SESSION.

The fourth session of the convention was called to order on Friday, Sept. 17, 1897, at 10.45 A. M.

The President—There was a resolution offered yesterday afternoon for the appointment of two committees for the preparation of resolutions with reference to the death of Benjamin S. Calef and George P. Haskell. As the committee on the Calef resolution I appoint Mr. H. C. Ayers, Mr. H. S. Munson and Mr. W. T. Gage. As the committee on the Haskell resolution I appoint Mr. M. E. Cozad, Mr. Joseph D. Sutton and Mr. James L. Johnson. These committees will please report during the morning or afternoon session, as suits them best.

Gentlemen, the first item on the programme this morning is the reading of the minutes of the previous session.

On motion of Mr. Munson the reading of the minutes was dispensed with.

Mr. Iredell—I move that a committee of three be appointed to prepare a suitable and proper memorial on the memory of Mr. C. C. Hine, late of New York City.

The motion was seconded.

The President—Gentlemen, you have heard the motion of Mr. Iredell that a committee of three be appointed to prepare a suitable and proper memorial in memory of Mr. C. C. Hine, late editor of the *Insurance Monitor* of New York City. Are you ready for the question?

The question was then put and the motion prevailed.

The President—I appoint on that committee Mr. Iredell, Mr. Yereance and Mr. Wilkes. That committee will take the matter in hand and report during the morning or afternoon session, as they see fit.

Gentlemen, it is said that two great minds never run in the same channel. We will have an opportunity today of testing that question. We had the pleasure of hearing from one of the authorities on figures yesterday; I know that we shall take pleasure in hearing from the same character of man again. Whether it will be in the same strain or not I cannot say, but I

am satisfied that we will take great pleasure and receive much benefit from an address which we will now have the pleasure of hearing from Mr. C. A. Loveland, actuary of the Northwestern Mutual Life Insurance Company of this city. Gentlemen, I have the pleasure of presenting Mr. Loveland.

Mr. Loveland then read the following paper :

Mr. President and Gentlemen : In responding to the invitation of your committee to address this association I have been in some doubt as to a suitable topic for discussion. While it is true that an actuary is often credited with having no ambitions outside of figures and I might consistently select a technical subject, I am deterred by the knowledge that such topics are often lacking in interest save to those directly connected with actuarial work. It has been my fortune within recent years to have been brought much in contact with the practical side of life insurance management, and although the published proceedings of your association show that this ground has already been well covered, that much has been said and well said of the business of life insurance in its various phases, at the risk of repetition I desire to express a few opinions (which shall be purely individual) on the subject of

THE RELATIONS OF THE AGENT TO THE HOME OFFICE MANAGEMENT.

The division of the active working force of a life company into two distinct classes, known as officers and agents, does not necessitate a discussion of the relative importance of the duties performed by each. The most important work and the greatest achievements of each class have been aided and made possible by the intelligent co-operation of the other, and it is no disparagement to either to say that the services rendered to the business of life insurance by the two classes are co-equal. If this opinion be accepted, we may view only the grand results of the combined effort, giving each class an equal share of the glory, because the two are mutually dependent, impotent if separated, all-powerful for good if perfectly united by common interest and the ties of mutual respect and friendship. The essential qualities are the same in each class, to wit: honesty, intelligence and industry. When these qualities are fully exemplified in the agency force and in the home office a successful company is the result. There is always a clearly drawn line limiting the duties of each class and the rights of each, and the welfare of the

whole requires that the line should always be respected and never encroached upon by either class.

The company official cannot delegate his duties, but he is frequently influenced and aided in them by the advice of the agent, whose wide and varied experience enables him to counsel wisely in many matters relating to the insurance branch of the business; and, on the other hand, the agent is largely dependent on the home office for information, technical and otherwise, and of which he makes good use in the many contests in the field.

The opinion has been advanced that the agency force should have a distinct representation in the home office management of each company by election to the board of trustees or otherwise. It would seem that this claim may be open to question if the requirements were made an essential feature of company organization. I do not assume that there is any objection to the proposition *per se*, but question the practical benefit likely to result from its adoption. If it would add to the dignity of underwriting, or if it be necessary as a means of securing to agents a better hearing in their views of the necessities of the business, or as to their rights as a distinct branch in the organization of the company, I would say the proposal should have a fair consideration; but I have been led to believe that the profession of the underwriter lacks nothing in dignity; that the home office official known as the Superintendent of Agencies stands as the representative of the agency force and looks well to the interests and rights of each agent, subject to his contract with the company; and, further, that in any case in which a company association of agents is formed it is for the express purpose, and is a popular and satisfactory means, of communicating to the home office the views and wishes of the agents as a body. Not infrequently the place seeks the man because of his superior qualifications, and the company, by selecting from the agency force, reaps the benefit of valuable experience gained in the field. Many striking examples of this fact are in evidence among company officials, and at times gentlemen of marked ability have served in the double capacity of company agents and trustees.

Life underwriting ranks as a profession. Humble in its beginning, the progress made during the present generation may well excite admiration. The desire for life insurance has its foundation within the best sentiments of the human heart. It is the desire of the strong to protect the weak, to shield from pos-

sible adversity the objects of human affection. Those engaged in any way in furthering such purposes and sentiments are engaged in a noble work. This profession is exacting and needs good qualities of heart as well as of head, as the possibilities for good or for evil are great. It does not demand perfection, it does require manhood; the manhood which shall sincerely say:

"I dare do all that may become a man;
Who dares do more is none."

The agent, in placing an insurance, assumes, or should assume, a responsibility to the policy-holder that he be not deceived with reference to his contract, and understands its terms and the benefits promised. Incautious statements often result in dissatisfaction of the members and injury to the company. It presents a dilemma to the home office if policy-holders support unreasonable demands upon statements claimed to have been made by agents.

Experience seems to show that in all companies differences of opinion and judgment will, at times, arise between the agency force and the home office in the course of daily business—some of great importance and others of minor importance and easily adjusted. It may possibly be of interest if we consider briefly a few of the important points, going somewhat into the details of office practice. The subject certainly is capable of elaboration, but I will necessarily be limited in my remarks.

Popularity with its members is desired and cultivated by every company. Nothing will more certainly lead to it than the united effort to make every policyholder feel that he is connected with a company in which his rights are respected, and he is free to communicate at all times with either agents or home office in the proper pursuit of knowledge. There is even in this day something of mystery to many policyholders, existing in the insurance contract, and I believe nothing is more gratifying to such persons than the full and frank verbal explanation of the agent, or a similar written communication from the home office. A friendly letter from the home office to a policy-holder is often of the greatest value to the agent, while, on the other hand, the evasive or insufficient reply to a communication may seriously injure his business, and I have found agents quick to appreciate the prompt and intelligent effort of the home office to aid in securing satisfied policyholders who are ever ready to speak well of the company. With a satisfied membership the work of the agent is greatly simplified. There is, however, opportunity

for difference of opinion with respect to the correspondence passing between the home office and the policy-holder, if it be customary to conduct it through the office of the agent. In this line of work I have found it of great advantage to invite the criticism of agents, because by their closer relations with the policyholders, they may often furnish facts which policyholders would persistently overlook or avoid. I believe it to be of the greatest importance to the agent, as well as for the real benefit of the policyholders, that all business relating to the insurance of the company be transacted through and with the assistance of the agents, that they may be duly informed of all matters affecting their respective fields. The agent is properly the counsel of the home office in such cases, and should always have the privilege of advising if doubt or question shall arise.

Will you permit a few words on the subject of the rejection of applications at the home office? The fact that many applications must be rejected always has been and probably always will be a source of dissatisfaction and perhaps some heart-burnings on the part of agents, and we may easily see the reason for it from the agency standpoint. A characteristic of the successful solicitor is enthusiasm, he throws his whole heart into the effort to succeed, competition only strengthening his determination to overcome all obstacles. He may successfully carry an application to the point of completion under the firm conviction that the proposed risk is a good one and desirable for the company, and without a thought that by the standard of the medical department the applicant is *not* safely insurable; and so the application reaches the home office strongly recommended by the solicitor and indorsed by the general agent. On the other hand, the medical officer at the home office is bound to a calm, unbiased view of the various statements of the application, applying the closest scrutiny, guided by years of experience and study in his profession, and if a flaw exists he is not slow in finding it, and the agent is informed that the application is turned down. In many cases the disappointment is extreme, and much may have depended upon the success of the well-laid plans of the agent. Too much consideration for this fact cannot be given by the home office. I do not mean that the decision, which is purely a matter of judgment, should ever be reversed from consideration for the interests of the agent alone, but that the home office should be willing to go over the facts again and again, if necessary, to make certain that no error of judgment has occurred. Rejections might, in some cases, be

avoided by the exercise of greater care in filling applications, as well in the statements of the medical examiner as in the work performed by the agent. An applicant should not be permitted to make a careless statement, which it is probable he will wish to withdraw or change, without challenge on the part of the agent. If the answers of the applicant seem to cast a cloud upon the risk unnecessarily, it is the privilege and duty of the agent to question him closely in the effort to ascertain whether the questions have been fully understood and the answers deliberately made. The time for correction of errors is before the application leaves the hands of the agent. I am inclined to think that the medical director often receives unjust condemnation in such cases, and frequently the announcement of the rejection is followed by an urgent request that the case be submitted to a proper committee for reconsideration, and, as a rule, such requests should be and are cheerfully complied with by the home office. In nearly all cases the opinion of the medical officer is sustained, as it should be, where the objection arises wholly or chiefly from the medical point of view. The medical officers are experts in their profession, fortified by daily contact with a multitude of questions touching upon all points connected with insurance risks and requiring investigation, with prompt and intelligent action, and their decisions certainly should not be lightly set aside; but there are other causes of rejection relating to moral hazard, family history, etc., upon which an experienced insurance committee may pass with safety, even though it be in opposition to the opinion of the medical department. After proper effort, with failure to reverse the action of the company, the agent who accepts the disappointment most cheerfully occupies the best ground. It may sometimes be lost sight of that the home office as well as the agent desires the placing of the risk and decides against it solely from motives of prudence.

Again, one of the most important duties of the home office management is to meet and answer requests (and occasionally importunities), of agents for new plans and contracts of insurance. A wide difference in the practice of companies appears in this respect. Some seem quite willing to provide many different forms of insurance and issue special contracts to meet particular cases, while others adhere strictly to a rule that no special contracts will be written, and plans of insurance shall be restricted to those having the greatest merit and qualities promising permanency. Experience seems to show that a large

number of plans and a comparatively small amount of insurance in force on each furnishes the most expensive and least satisfactory business to care for, while a less number of plans with a larger amount of insurance on each is more likely to lessen office expense and furnish satisfactory results to the policyholder. New plans are sometimes urged by agents, chiefly upon the ground that other companies have adopted them. This reason may be forcible from a purely agency point of view, as strong competition often demonstrates, but it should not prevail against the fact that the given plan is *not* of real merit, or that it is likely to place the company at a disadvantage with respect to the plans already in use. Apparently this matter reduces to a question of judgment, and, assuming a full and fair consideration of all arguments advanced, since the company managers must assume the responsibility the decision must rest with them, which decision, when given, the agents as a rule are quite willing to respect. There are occasional exceptions to this rule, resulting in a conflict of opinion, threatening the perfect harmony which is so desirable in any company. It is plainly the duty of the home office to meet all requests of the agents for new plans of insurance and improved methods of business, with a spirit of fairness, to investigate all claims with impartiality, and to grant them freely if good judgment sanctions, but not otherwise. Importunity is out of place where judgment should control. Plans of insurance possessing little real merit usually have but a brief existence, with possible regret to both policyholders and company.

Again, correspondence with the agency force relative to company business, is one of the important duties imposed upon the home office. Agents may make this either an onerous duty or an easy and agreeable task to company officials. Unnecessary requests should be avoided and the cultivation of self-dependence is important, but when assistance is really needed it should be promptly and freely given. It is one of the duties of the home office to gather all information calculated to be of use to the field and freely communicate it within reasonable limits. Mutual consideration is all that is required to regulate all questions arising under this head.

Time will permit me to refer to only one more point, and that is canvassing literature. It is sometimes a matter of dispute as to which should have authority to prepare and issue such literature, the home office or the field force. Ordinarily the home office claims and has exclusive control of the matter so far as

publication is concerned, although a large portion of the best literature used is contributed by agents and published with the full indorsement of the company. I think it is a safe rule for any company to adopt, that all matter designed for publication and prepared outside of the home office shall be submitted to and approved by that office before publication, and when published it shall bear either the imprint of the company or the name of the author. If canvassing literature could be limited to the merits of the particular company represented, or a fair criticism of or comparison with other companies, this subject would require no mention, but, unfortunately, such is not the case, and detraction is permitted to occupy a place of too great importance. There is room for improvement in this direction.

It is to be regretted that anonymous literature containing disparagement of one company or another, with little regard for the truth, is to some extent still in use, although yielding to a general condemnation. It is my opinion that the existence and use to any extent whatever of publications of this character are a blot upon underwriting and the good name of the profession, to which this association should not submit. If there be no difference of opinion on this subject, and I certainly would not expect any here, why should not the united action of this association and the home office officials immediately eradicate this evil?

My general conclusions in connection with this subject are, that if in the past there existed an impression that the interests of company officials in some respects antagonized those of the agents, it has yielded to the conviction that the interests of the two cannot be divided and are so bound together that harmony, good-will and mutual consideration are necessary to success. That all efforts for reform in the business should be by joint action of the two classes, and that the interest taken by company officials in the meetings and proceedings of this association is evidence of a willingness and a desire to co-operate in all important measures calculated to perfect the great system for which we labor.

Gentlemen, your constitution proclaims: "The object of this association shall be to advance the best interests of the cause of true life insurance throughout the country." I congratulate you upon this high and noble purpose, and upon the marked progress you have made. You sounded the keynote of reform by demonstrating that fraternity was possible even amid conflicting interests, and upon this idea of brotherhood future

advancement largely depends. The question is already being asked, will executive officers follow the example set by the Actuarial Society of America and the National Association of Life Underwriters? Let us all look with confidence to the future and the possible ideal condition when further reform shall no longer be the thing hoped for because already an accomplished fact, and this great business of life insurance shall then be conducted in all its branches upon the principle of the golden rule, and thereby shall your motto be exemplified and the best interests of the cause of true life insurance advanced.

Mr. G. C. Wells of Pittsburg—We have listened with pleasure and profit to this very interesting paper on insurance. I move you that this association express their appreciation to Mr. Loveland by extending to him a rising vote of thanks.

The motion was seconded and unanimously adopted by a rising vote.

The President—The next item is new business. Has any gentleman anything to offer?

Mr. Shideler—Mr. President.

The President—Mr. Shideler of Indiana.

Great applause greeted Mr. Shideler, who spoke as follows:

Mr. Shideler—In looking over the programme, which I found out yesterday was a part of the constitution [laughter], I see there is no order for new business this afternoon. Now go back on that if you can.

The President—Mr. Shideler, the programme says: "Third day, afternoon session. First, reading the minutes of the previous session; second, address," which was delivered yesterday by Mr. Pickell. I do not suppose we will have a reproduction of that; third, election of new officers; fourth, installation of officers; fifth, unfinished business." You have a programme, I suppose, sir. Mr. Fuller will take pleasure in presenting you with one.

Mr. Shideler—Oh, I read this, but this is not unfinished, it has not been begun. [Laughter.] I move you now, sir, that under the head of new business, not unfinished, but new, we proceed to consider and determine the place of holding the next convention of this National Association.

The motion was seconded.

Mr. Yereance—As that motion is seconded it seems to me it would not be fair—

The President—Discussion is out of order, Mr. Yereance, at this time until the motion is put.

Mr. Yereance—Excuse me, the motion is before the house for discussion.

The President—Not until it is put. You are out of order.

Mr. Yereance—I move you that we unanimously consider the motion.

The President—That motion will be put in one moment. It does not need any motion. The motion is made by Mr. Shideler that we go into consideration at this time of the place of our next meeting. Are you ready for the question?

Mr. Yereance—Now on that it seems to me it is unwise and unfair to consider a matter which has been understood, and you yourself announced yesterday, sir, as being the last business after the election of officers. Many of the gentlemen of the convention so understood it. Some of them are necessarily away at this hour but will be on hand at the time for it, and I do not think it is the desire on the part of the gentleman from Indianapolis to take an unfair advantage of anybody at any time, and therefore I move that the motion lie on the table.

The motion was seconded.

The President—The motion is made by Mr. Yereance that the motion of Mr. Shideler be laid on the table. Those in favor will say “aye.”

The vote having been taken, the President announced that the noes seemed to have it, whereupon there were calls for a division.

The President—Those in favor of laying the motion of Mr. Shideler on the table will please rise.

A Member—Mr. President, the only correct way is a roll-call.

The President—You are correct, sir. We are now to vote upon the motion to lay on the table Mr. Shideler's motion, which was that we go into immediate consideration of the place for our next meeting. We are now to call the roll whether or not the motion of Mr. Shideler shall be laid on the table. Please understand what you are voting on.

Mr. Shideler—Those in favor will say “aye” and those opposed “no.”

The roll was then called by the secretary and the motion to lay on the table was declared carried by a vote of 18 ayes, 6 noes.

Mr. Shideler—Mr. President, I rise to a question of privilege.

The President—What is the privilege?

Mr. Shideler—I am pleased with the position taken by my distinguished brother from New York, who says that he thinks I would not take advantage of anybody. He is right, and before he takes his seat he makes a motion to lay on the table, which he knows is not debatable. Is that taking advantage of anybody?

Mr. Munson—If that matter is disposed of, I have a resolution I desire to introduce to have referred to the executive committee to report upon at the next annual meeting of this association. In the very able paper, to which we listened yesterday, from Mr. Pickell, a division of the states into districts was hinted at for the purpose of securing the organization of more associations. Now, in the state of New York we have but three associations. We have a working force of over two thousand agents, with a possible representation of two hundred in the associations. The reason for this is largely that the associations organized do not get close enough to the working forces. The field is a large one. There are large cities in the state of New York that are not at all represented in our organization. The fire insurance agents of the United States have organizations, and they divide themselves into state organizations and national organizations. I do not desire to take up the time of this convention, but I simply wish to present this resolution and have it referred to the executive committee for their consideration. It does seem to me, sir, that we do not come close enough to the field workers, and it is with that view that I have prepared this resolution:

Resolved, That the National Association of Life Underwriters recommend the formation of state associations, and that such state associations shall divide each state into districts embracing two or more counties, and form in such districts local associations which shall become members of the state associations and be represented at their annual meetings.

As I say, I desire this to lie over till the next meeting.

The President—Without objection, gentlemen, this will be referred to the executive committee. Is there any other new business to come before the convention?

Mr. Shideler—I wish to inquire of my friend if the absentees have come back. [Laughter.]

The President—Under the head of unfinished business we would like to ask if the committees are ready to report. Is Mr. Ayers ready to report from the committee on the death of Mr. Calef?

Mr. H. C. Ayers of Pittsburg—Not yet, sir.

The President—Is Mr. Cozad ready to report from the committee on the death of Mr. Haskell?

Mr. M. E. Cozad of Cleveland—Not yet, sir.

The President—Mr. Iredell are you ready to report?

Mr. Iredell—No, sir.

The President—If the committees are not ready to report we will give them further time. Is there any unfinished business to come before the convention this morning?

Mr. Cochran—I would suggest a change in our order of business. It seems to me that we can run through our business in one session today without having two. We have now about completed the first session of the day. I move you, sir, that we do not adjourn until we have completed our business at this morning's session.

The motion of Mr. Cochran was seconded and stated by the President.

Mr. Yereance—Mr. President, some of us have arrangements at 12.30 based on the programme as laid out.

The President—Those appointments will not take very long.

Mr. Yereance—Yes sir, they will take up to the afternoon session. [Cries of "Question!" "Question!"]

Mr. Iredell—Mr. Chairman, your committee appointed in the matter of the memorial of C. C. Hine will not be ready to report until the afternoon. I have not been able to get the committee together, and I hope you will not finish in one session.

The President—The committee are all here, and you can retire to the rear of the hall.

Mr. Iredell—They do not seem willing to retire.

The President—The motion is made by Mr. Cochran that we have a continuous session until we are through. Those in favor of the motion will say "aye," opposed, "no."

A Member—I call for the unit rule on that.

Mr. Shideler—I rise for information. Can the unit rule be called for after the motion is stated and the vote has been taken and declared?

Mr. Yereance—The vote has not been declared, Mr. President,

and it is perfectly in order until the vote is declared to call for the unit rule.

Mr. Shideler—It is?

Mr. Yereance—Yes, sir. The gentleman knows it full well.
[Laughter.]

The President—Understand what you are voting on, gentlemen. The unit rule has been called for by one association, seconded by another. Our constitution provides that whenever the unit rule is called for we must vote that way. We are now voting whether we shall have one or two sessions today. Those in favor of one session will please vote “aye,” two sessions, “no.”

Mr. Scott—I am in favor of one session and yet I propose to vote for two sessions, and for this reason, some gentlemen have made arrangements which the one session would conflict with, and I think out of courtesy to them we should follow out our programme and have two sessions. Let the afternoon session be just as short as it may be, but let us have two sessions. I shall vote against the resolution.

The President—The secretary will now call the roll.

The secretary then called the roll and declared the motion lost by the following vote: Noes, 15; ayes, 9.

Mr. Shideler—Now, Mr. President, I have been advertised as willing to be fair, and I want to stand by it, too. I want to move that the regular programme of the day be so changed that any matters either on the afternoon or morning programme may be taken up and considered until such time as this convention sees proper to adjourn. There is no use of just sitting here because we have nothing to do. Let us go ahead and do just what we like. And I am not going to bring up that question now. You need not be afraid. [Laughter.] Some one else has got to bring up that proposition now, but we might go right on and do what business we have to do, whether it is morning or afternoon, until it is time to adjourn.

The President—Do you make that as a motion?

Mr. Shideler—Yes.

The motion was seconded.

The President—You have heard the motion made by Mr. Shideler.

Mr. Shideler—I move that it be a viva voce vote, I suggest that.

The President—The motion is made by Mr. Shideler that we take up any business on the programme before adjournment. Is the convention ready for the question?

The question was then put and carried.

Mr. Munson—I move we proceed to the election of officers.

The motion was seconded and carried.

The President—Gentlemen, we will now hear the report of the nominating committee.

Mr. Yereance—This report is not signed because it has just been handed to me by the stenographer, but you will accept it as signed, and if the secretary, Mr. Hindman, is here and will step forward we will complete it by the addition of the other signatures.

REPORT OF NOMINATING COMMITTEE.

MILWAUKEE, Wis., Sept. 16, 1897.

To the National Association of Life Underwriters :

GENTLEMEN—The committee appointed by you to nominate officers and executive committee of the National Association respectfully report that they unanimously present for election the following-named gentlemen :

For President—Thomas H. Bowles of Milwaukee.

For Vice-Presidents—Charles W. Pickell of Detroit, James W. Craig of Omaha, S. S. Day of Newark, H. S. Bull of Albany, Frank M. Joyce of Minneapolis, C. C. Courtney of Kansas City, Robert N. Merritt of Indianapolis, Clarence Angier of Atlanta, John Landers of San Francisco, T. C. Thompson of Chattanooga, H. L. Rummel of Little Rock, F. H. Hazleton of Portland, John C. Davidson of Louisville.

For Executive Committee (to serve for three years)—Ben Williams of Chicago, Stephen F. Woodman of Boston, John F. Makley of New York, I. Layton Register of Philadelphia, J. Watson Smith of St. Paul.

For Secretary—E. W. Christy of Cleveland,

For Treasurer—Eli D. Weeks of Litchfield.

Respectfully submitted,

JAMES YEREANCE, Chairman.

BISCOE HINDMAN, Secretary.

Loud applause greeted the announcement of the committee as the names of the different officers were read.

The President—Gentlemen, you have heard the report of the nominating committee as read by the chairman.

Mr. Shideler—I move that the report be received and adopted, and that the secretary be instructed to cast the vote of this association for the officers named in the report.

The motion was seconded.

The President—The motion as made by Mr. Shideler is that the report made by the nominating committee be received and adopted and the secretary of the association be instructed to cast the vote of the association for the officers so named.

The motion was unanimously carried.

The Secretary—I have cast the ballot for the following gentlemen:

For President—Thomas H. Bowles of Milwaukee.

For Vice-Presidents—Charles W. Pickell of Detroit, James W. Craig of Omaha, S. S. Day of Newark, H. S. Bull of Albany, Frank M. Joyce of Minneapolis, C. C. Courtney of Kansas City, Robert N. Merritt of Indianapolis, Clarence Angier of Atlanta, John Landers of San Francisco, T. C. Thompson of Chattanooga, H. L. Remmel of Little Rock, F. H. Hazleton of Portland, John C. Davidson of Louisville.

For Executive Committee (to serve for three years)—Ben Williams of Chicago, Stephen F. Woodman of Boston, John F. Makley of New York, I. Layton Register of Philadelphia, J. Watson Smith of St. Paul.

For Secretary—E. W. Christy of Cleveland.

For Treasurer—Eli D. Weeks of Litchfield.

Mr. Sutton—I move you that we proceed to the installation of officers.

Mr. Shideler—No, they have not been declared.

Mr. Sutton—Yes, they have.

Mr. Shideler—No, they have just been elected. They have not been declared. [Great laughter.]

The President—Gentlemen, you have heard the vote as cast by the secretary for the officers of the ensuing year.

Mr. Shideler—Do you declare them elected?

The President—They are elected.

Mr. Shideler—All right.

The President—I trust they will be pleased, each and every one, and be with us one year hence wherever we meet, Indianapolis or Minneapolis.

Mr. Sutton—I move you now, sir, that we proceed with the installation of officers.

The President—It is impossible, Mr. Sutton. I rule you out of order.

Mr. Sutton—I beg the chair's pardon. There was a motion passed here that the convention take up any business.

Mr. Remmel here attempted to secure recognition from the chair, who recognized Mr. Wyman.

Mr. Wyman—I rise to a point of order.

The President—What is it?

Mr. Wyman—If we can take up one item in the afternoon session, why cannot we take up two?

The President—That is for the convention to decide. The motion is withdrawn, however, Mr. Wyman.

Mr. Remmel—We are not going to adjourn. We have got something much more interesting than to adjourn. We are getting away from some of the main things. I am satisfied, looking over this convention, there is a great deal of sentiment here, poetry and music. That has been the characteristic of the human race, and especially the masculine part of it, from the earliest period of history. Now, my friends, we have here this morning some distinguished guests, of whose presence you are not aware. It is said that the hand that rocks the cradle is the hand that rules the world. Women from the earliest period of history have brought out this sentiment of music and poetry that exists in our masculine nature, and we always have attributed to women the highest places in the social world, and today we ought by a rising vote, when I get to it, attribute this place to them on this floor.

We have in our presence, Mr. Chairman, a new feature in life insurance. It has only been recently adopted by some of the companies, within a few years. We have with us today the dean in the woman's department of life insurance. I have the pleasure, gentlemen, of stating to you that we have with us Mrs. Starkweather [applause] and with her Miss Wadsworth, Miss Kimberlin and Miss Hall [applause]—four distinguished representatives of the woman's department in one of the great companies of this country, and I think we should welcome them by a rising vote; and I move you, Mr. Chairman, that this convention invite them to have a place on this floor by a rising vote.

The convention signified their approval of Mr. Remmel's

remarks in the way suggested by him, and amid cries of "Speech!" Mrs. Starkweather was escorted to the platform by Mr. Remmel.

The President—Just one moment and I will have all the ladies, whom we are so glad to have with us today, on the platform so you can meet them.

Miss Hall, Miss Kimberlin and Miss Wadsworth were then escorted to the platform by Mr. Remmel.

The President—Gentlemen, in the beginning God created man [laughter], but when the Almighty created man he found that it was not good that man should be alone. Fortunately for us, fortunately for each man in this association, he was kind enough to give us woman, and as long as life insurance has been in existence, as much good as it has done, as much as it has been appreciated in the past, for all the beneficence that it has done woman has got ninety-nine per cent of it, and I know that every insurance agent feels that she is justly entitled to it. Woman in life insurance was something unknown up to a very short time ago, but I, as president of the National Association, congratulate the officers on the fact that she is not an unknown factor today, and I trust that one year hence the number of ladies we shall have on the platform will exceed the number of men. The ladies are all good insurance writers, they will all be welcome, and I take pleasure in presenting to you Mrs. Starkweather. [Applause.]

Mrs. Starkweather was greeted with great applause, and spoke as follows:

As your very appreciative guest to this convention, I watched your proceedings for the purpose of having, possibly, an underwriters' association of my own sex, and I found that the gentlemen have been very careful not to take an unfair advantage of each other, but I feel that possibly you have taken a rather unfair advantage over a novice in wishing me to talk to you. You know that we women can talk to one man very nicely [great applause], and I want to say right there that we do not talk insurance to them always. [Laughter.] In behalf of we four ladies I would like to say that in becoming underwriters, as we have in the last four years, that in no sense of the word are we competitors. We do not solicit, of course, among the gentlemen; believing that for years, as your President has stated, the gentlemen

have insured so that ninety-nine per cent of the benefits went to women. Now women are new factors in the field of action. [Applause.] You know we have been clamoring for the right to vote and many other rights we do not need, but I still believe we have a right to insure our lives for your benefit. The few that do not believe so have not been educated as it has been my endeavor to educate those who came in my line. I thank you very much for the courtesy extended and would add one more thought, that in writing life insurance as a rule the woman underwriter knows very little about twisting policies, knows nothing at all about rebating and nothing whatever about misrepresenting any other company [laughter and applause], simply because she knows so little about life insurance, but I want to assure you we will learn. [Great applause.]

The President—Gentlemen, we always like to hear the voice of woman. I have asked each of the other ladies to speak, but with their usual modesty they have asked to be excused, saying that each and every one voices the sentiment expressed by her dean, and, ladies (here Mr. Hendrick turned to the ladies on the platform), for the National Association of Life Underwriters I hope that your dean has uttered a true prophecy in giving us today the promise of a national association of lady underwriters. I hope that we can accommodate you in our next annual convention, and I know that each and every one in this association will join with me in that hope.

Mr. Reddington—If there is no other business now I wish to offer the following resolution, which I suppose is appropriate here as at any other point:

Resolved, That this association extend to the Wisconsin Association of Life Underwriters its hearty appreciation of the generous and cordial hospitality extended it during the sessions of this convention.

And I move its adoption by a rising vote.

The motion was seconded and carried by a rising vote.

The President—Gentlemen, is there any new or unfinished business to come before the house at this time?

Mr. Norris—With that permission I would like to make another announcement in regard to transportation. We have finally succeeded in making arrangements to your entire satisfaction. [Applause.] The secretary of the transportation committee will be in the corner over there where you can receive your return tickets; that is to say, your certificates. You will

take your certificates to the ticket offices and there procure a ticket to your destination. With regard to when you have to leave in order to get this, you need not leave here until 12 o'clock next Tuesday night. These tickets are good for three days after the adjournment of the session, not including Sunday.

Mr. Wyman—Can these tickets be purchased at the depot?

Mr. Norris—Yes, sir, at the depot, or the ticket office.

Mr. Yereance—I would suggest that the secretary pass to each delegation the tickets and thus save us going for them.

Mr. Norris—Excuse me, that would keep you here some little time. We have them arranged alphabetically, and if you know your name [laughter] you can come to the secretary and get them. While we are speaking about this question of knowing your name, I have a certificate here with no name. I think it is from Mr. Shideler.

Mr. Shideler—Bet you seven dollars it aint.

Mr. Norris—Gentlemen, it is from Indianapolis. [Great laughter and applause.] We have the signatures of Messrs. Swift, Ritchie, Merritt, Folsom, and Flickenger. Is there any one beside Mr. Shideler from Indianapolis? [Great laughter.] Will you please come forward and make your mark?

The President—Before adjourning I would like to make the suggestion that as the ladies have been so well welcomed today, and as we have had the pleasure of having others with us at several of the other conventions, the wives and friends of the delegates who are with us, I suggest that we make a special effort in the future to get all the ladies to come with us to the annual convention. It would give us double interest in the convention. Is there any other new business to come before the house? We are invited to a banquet at 6 o'clock tonight. If you are not prompt in meeting at 2 o'clock you will not have time to get there. I trust you will all meet promptly here at 2 o'clock.

The convention then adjourned for lunch to meet at 2 P. M.

AFTERNOON SESSION.

The fifth session of the convention was called to order at 2.30 P. M. on Friday, Sept. 17, 1897, by President Hendrick.

The President—The first matter before us this afternoon is reading the minutes of the previous session. Is the convention ready to hear the minutes.

On motion, duly made and seconded, the reading of the minutes was dispensed with.

The President—New business is now in order.

Mr. Shideler—Mr. President, under the head of new business I desire to extend an invitation to this convention to meet at the city of Indianapolis, at such time as they may determine, in the year 1898, and ask permission to read the invitations which we have at this meeting.

The President—Without objection, Mr. Shideler will have the privilege. Will you step up on the platform, Mr. Shideler?

Mr. Shideler—No, thank you. They had a great joke on me last fall in the campaign. They had me on a platform about four feet high, and I said I preferred to talk from the floor. The first row of seats was filled with ladies. I did not mean them, but I said I was so constituted that I wanted to get close to those I love. [Laughter.]

Mr. President and Gentlemen—The Indiana Association of Life Underwriters extends to you the following invitation:

Mr. D. S. Hendrick, President National Association of Life Underwriters:

DEAR SIR—The Indiana Association of Life Underwriters again desires to extend to the National Association of Life Underwriters a most cordial and urgent invitation to hold your 1898 meeting in Indianapolis.

Since the vote of the delegates at Washington last year on the first ballot was a tie with Milwaukee, requiring a second ballot to decide the meeting place for this year, we feel it is nothing more than showing proper deference to the will of the delegates that Indianapolis be chosen as your next meeting place.

Indianapolis is the greatest convention city in this country, is near the center of population, has no superior as a railroad center, unexcelled hotels, convention halls, etc.

But we feel that the thing that should have most weight in deciding the next meeting place is the fact that Indiana is the poorest level premium insurance field in the United States and the greatest dumping ground for "fake" insurance in the world. Our people need the education which your great association meeting can give us. Our underwriters' association is one of the best in the country and working against the greatest odds, and we appeal to you "to come over and help us," and we will give you a warm-hearted, old-fashioned reception. Yours truly,

C. E. NEWLIN, Secretary.

THE COMMERCIAL CLUB.

Mr. D. S. Hendrick, President National Association of Life Underwriters:

DEAR SIR—The Commercial Club, whose membership includes nearly a thousand of our business and professional men, extends to your association a cordial invitation to hold your next meeting in Indianapolis.

Permit me to remind you of a few of the facts which have made

Indianapolis distinctively a convention city. It is within a dozen or two miles of the centre of the population of the United States; sixteen competing railways radiate, spoke-like, from its Union station; its beauty and cleanliness are such that, as you may remember, when Admiral Brown retired from the navy a few months ago he announced that he was going to spend the remainder of his life in the most beautiful city of America; its hotels are adequate and metropolitan in character.

Should your association honor us by an acceptance of this invitation, we pledge our earnest effort to so provide for your entertainment that you will go home saying nothing but good things of us and our beautiful city. Yours truly,
EVANS WOOLLEM, Secretary.

THE INDIANAPOLIS BOARD OF TRADE.

Sept. 9, 1897.

Mr. D. S. Hendrick, President National Association of Life Underwriters:

DEAR SIR—The Indianapolis Board of Trade hereby extends a cordial invitation to your association to hold its next annual meeting in the city of Indianapolis. We shall be happy to welcome your association to our city and assure you that we are amply able to take care of all conventions that may honor us by meeting here. Our hotels are among the best in the country and offer the most reasonable terms to guests. Indianapolis being located nearer the center of population than any of the large cities makes it accessible from all points, and the many railroads centering here afford facilities unsurpassed by other localities. Trusting that this invitation may be accepted and assuring you that our citizens will appreciate the honor, I am, with much respect, Yours truly,

JACOB W. SMITH, Secretary.

OFFICE OF THE MAYOR, INDIANAPOLIS, IND.

Sept. 9, 1897.

D. S. Hendrick, President National Association of Life Underwriters, Milwaukee, Wis.:

DEAR SIR—On behalf of the citizens of Indianapolis, and through our Mr. C. E. Newlin, a member of your association, I desire to extend to your association a cordial invitation to select Indianapolis for your next annual meeting for your association.

Our railroad facilities are unsurpassed, making this city easily accessible from all parts of the United States. We have first-class hotels and plenty of them, and a beautiful city which we are proud of and would be pleased to have selected as your next annual meeting place. Respectfully,
T. TAGGART, Mayor.

EXECUTIVE OFFICE.

INDIANAPOLIS, IND., Sept. 9, 1897.

To the National Association of Life Underwriters.

GENTLEMEN—In the name of the people of the great State of Indiana, I extend to you a cordial invitation to hold the next meeting of your National Association in the Capital City of Indianapolis.

The location is central and easily accessible. Its citizens are progressive and cordially hospitable. The hoosier greeting to the coming guest is famous, and, if you shall wisely decide to hold your next meeting in Indianapolis, you may do so with the assurance that your welcome will be hearty and sincere. Yours respectfully, J. A. MOUNT, Governor.

I know of nothing more that could be said or done in the way of invitation, unless I should undertake to say it myself. [Laughter.] Would it be proper, Mr. President, to proceed? [Laughter.]

The President—How is that Mr. Shideler?

Mr. Shideler—Would it be proper for me to add a word to these invitations?

The President—Certainly, sir.

Mr. Shideler—Now, gentlemen, I come to you as a child would come to its parents. [Laughter and applause.] Not indicating to you what you ought to do, but simply to ask you kindly to do us a favor. Our people are interested in holding this convention. We believe in the association. We believe in organization. We believe that this has done great work already, this National Association. We believe that it ought to be encouraged in every direction, and not only the insurance men of Indiana are anxious to entertain you on account of your merit and your worth, but the people of Indianapolis are equally anxious that you shall come that they may see you, feel your influence, and have the benefit of it themselves. I realize fully that we have no claim upon this convention at all, any more than any city that may be named. I realize as well that you might do as much good and the influence might be as well at some other place as Indianapolis, but at the same time there is a vein of selfishness that runs through the human heart and mind that wants the benefit derived, and ought to have it if they are willing to pay for it. I want to impress upon the minds of the members present that we will do it right. If you come to our city in 1898, you shall be entertained right. It is useless for me to tell you what we will do for you, but we will make you go home feeling that we are a great big city, a great big-hearted people, and you will all be glad you came.

But there are other things than that. Last winter the legislature of the state of Indiana passed—rather first I want to say that we in our state have a tax commission. I do not know that the same kind of a body exists anywhere else. Our governor, the auditor of state, the secretary of state, and two other gentlemen appointed by the governor constitute a tax commission. They introduced a bill in the legislature providing for the assessment for taxable purposes of the reserve fund of all paid-up life insurance policies, and that it should be reported by the actuary to the different county officers so that they might have a complete list. We had enough wisdom in that legislature to defeat

that measure at once. After it was defeated the tax commissioners concluded that they would be authorized and justified, under the common law requiring all property to pay its per cent of tax, to make this assessment anyway, and they proceeded under the common law and put upon the tax list, as it is called, the question, "How much paid-up insurance have you and what is it worth?" "How much non-forfeitable paid-up insurance have you and what is it worth?" You all can see at a glance what that means. What they intended it to mean was that if you had a policy you must ascertain what its surrender value was and give it to the assessor and pay taxes on it. That is what it means exactly.

We took the necessary steps to enjoin them from making this demand upon the public. We beat them in the lower court. It is now appealed to the supreme court. It is useless for me to say to this intelligent audience that that measure ought to be defeated, and yet there is a certain influence brought about the supreme court that makes it a little doubtful whether we will get it through. If this measure becomes a law, there is not a company represented here today, that has policies in Indiana, that would not be taxed on their reserve. In addition to that, if the tax gatherers of Indiana should be successful in establishing such a law it would become a precedent all over this country, and there is no telling where the matter would end. It is no uncommon thing to have many intelligent business men say, "If I have to go and get my policy out every year and ascertain what it would be worth on condition I surrendered it, and give it to the assessor and pay taxes on it, I do not want any life insurance." Now, that is what they say. I have taken considerable of your time in explaining this law. What is the object of this explanation? Simply this, if you intelligent men, one hundred or more, come to the state of Indiana next year, we can open the eyes of some of our insurance commissioners and judges of the courts, and help to defeat that proposition. [Great applause.] I said to some gentlemen, "If I don't convince you that there is a necessity for your coming to Indianapolis, and that there can be good accomplished there one year from now, besides the mere selfish desire of us to have the privilege of meeting you or electing a president from our town, don't you vote for it." If I cannot show you some good reason why you ought to come there, I will not ask you to come. We have no candidates for president in Indianapolis, and we won't have any a year from now. We simply ask you to come there and allow

us to entertain you and help us accomplish this great good. Will you do it? [A pause.] There are twenty men here who want to say "yes." [Laughter.] Well, now that is right. I would like, upon my word, if I thought it would be satisfactory to these young men from my town—excuse me, some of them are nearly as old as I am—I would let this proposition rest upon what I have already said.

Now, then, you may say "that may be the law, yet it is a matter in which you fellows are interested, not we." In the main that is true. If the Equitable loses business in Indiana, my friends, it does not affect you in New York, but if this scheme of taxation is successful in Indiana it will be tried in New York and you will be the sufferers as well. The best way in the world to kill a thing is to take it by the throat. Now is the time to do that. Why, on the very day that we appeared before our commissioners to show that this should not be placed upon our policies, whom do we find? The governor of Michigan and the insurance commissioner of Michigan had been down to Cincinnati and had heard the insurance men were to appear before the commissioners, and came down there and were invited in to see what we had to say upon this question. So I want to say to Michigan that your governor went two hundred miles out of his way to ascertain just what position we had taken upon this question of taxation.

Mr. Pickell—He has not got much weight.

Mr. Shideler—He must be a good vote-getter then, if he has not got much. [Great laughter.] He was elected.

Mr. Pickell—He has lost them since election.

Mr. Shideler—Ours has too. In addition to that we had some very bad laws passed last winter on the subject of organization of a certain kind of insurance companies. Four hundred and fifteen insurance companies have sprung up since the last session of the legislature.

Mr. E. G. Ritchie of Indianapolis—Fifteen.

Mr. Shideler—Fifteen, who said that?

Mr. Ritchie—That is right.

Mr. Shideler—Well, Ritchie knows. I would gamble on what Ritchie said. I made him the first contract he ever had to work life insurance. He is a good boy. Fifteen companies have been organized. The schemes that have been brought to light under that law are perfectly absurd. They sign a note for \$7,000, put it away, take \$10,000 apiece, twenty payment life, enter in an agreement, ten of them, \$100,000, and then enter

into an agreement that these notes are not to be paid except at the end of the year they shall pay such sum as the cost of carrying the risk upon their own individual policy, providing they have not got enough out of somebody else to do it. That is what we have got. We want you to come and help us defeat that scheme as well. We have got a State Life Insurance Company down there, giving a preferred contract. Four hundred men will go in; they can get 400 per cent in four months—off of the other fellow. [Laughter.] Eight millions in force and not four millions in the world, and doing business in Indiana. Why, my dear friend Wilkes can point with pride to the fact that his commissioner would not let them sell that special policy in Minnesota.

Mr. L. D. Wilkes of St. Paul—Don't you take away my thunder.

Mr. Shideler—I say he can speak with pride of the fact that the commissioner of Minnesota made those Indiana life fellows get out.

Mr. Frank M. Joyce of Minneapolis—That is not so. We have still got them with us.

Mr. Shideler—They would not allow them to sell the policy, would they?

Mr. Joyce—They have stopped them.

Mr. Shideler—Well, that is the same thing as not allowed, stopped them. [Laughter.] Now, then, if what I have said is true of my dear brothers in Minnesota, you do not need this weapon half as bad as we do in Indiana. I think I have said enough. I want you to come. You shall have our best wishes and our earnest support and a full representation from Indiana. Go where you will, but I want you to come to Indianapolis because we want to honor you and because we want you to help us do what we have had to do ourselves so far. [Applause.]

The President—New business. What have we to come before the convention, gentlemen, under the head of new business?

Mr. Shideler—Mr. President, one word more. It has been suggested here that it is the intention of our association, if you should decide to go to our city next year, to have the Hon. John S. Finch prepare a paper to present on that occasion. That, I believe, of itself will be worth going to hear. [Applause.]

The President—Gentlemen, what is the new business to come before the convention?

Mr. Meyers—Do I understand from the address of Mr. Shideler that we are under the head of selection of a place for

the next meeting? If not, then it would be in order to have the motion made.

The President—He wished the privilege of extending an invitation. If there are any other invitations the convention would like to hear them.

Mr. Kaufman of Minneapolis rose from his seat to address the chair, and was greeted with applause and cries of "Step to the front!" Advancing to the front of the audience he spoke as follows:

Mr. Kaufman—Mr. President, you ask me to step to the front and after my giant friend from Indiana. You will be too easily reminded of the story of David and Goliath. [Great laughter and applause.]

The President—I think he needs the four foot elevation that Mr. Shideler had on one occasion.

Mr. Kaufman—Mr. President and gentlemen of the association: I stand here at this moment just for the purpose of performing a most pleasant duty. At one of the recent meetings of the Minneapolis Life Underwriters Association the following resolution was adopted, and with the permission of the chairman I will read it.

The President—Glad to hear it, sir.

Mr. Kaufman read the following:

Resolved, That the Minneapolis Association of Life Underwriters extend to the National Association a cordial and urgent invitation to hold their next convention in the city of Minneapolis; and be it further

Resolved, That our delegates be instructed to extend the said invitation at the convention of the National Association in Milwaukee.

And in accordance with this resolution my colleagues have selected me and delegated to me the honor of formally bringing that matter before you. It, therefore, gives me great pleasure, Mr. Chairman and gentlemen, at this time to cordially and sincerely invite you to select Minneapolis, the golden city of the Northwest, as your meeting place for your convention for 1898. Not merely as the guests of the Minneapolis Life Underwriters' Association, but also as the guests of the governor of the state of Minnesota, of the mayor of the city of Minneapolis, for both these officers, as well as a number of our commercial bodies, join me in extending this invitation to you to break bread with us in a most sincere and cordial form, as the following communication may indicate:

To the Annual Convention of the National Association of Life Underwriters, Milwaukee, Wis.:

GENTLEMEN—Minneapolis, the Queen City of the golden Northwest, extends cordial greetings to your convention, and requests the honor of entertaining your distinguished association upon the occasion of its 1898 meeting.

Lavishly endowed by mother nature with beauties and attractions unnumbered, and highly embellished by the hand of man, our city is generally conceded the most delightful convention point on the American continent.

We can assure you a most cordial welcome and generous entertainment.

D. M. CLOUGH,
Governor of Minnesota.

ROBERT PRATT,
Mayor of Minneapolis.

G. D. ROGERS,
Chamber of Commerce.

R. T. MCADAM,
Jobbers and Manufacturers' Association.

E. L. DANFORTH,
Commercial Club.

Gentlemen, at one of the numerous conventions held recently in our city the Mayor in welcoming the delegates, among other things, said the following:

I was told by the officers of the cruiser Minneapolis that when the North Atlantic squadron was coming home from the West Indies the admiral signaled the Minneapolis to "steam ahead at full speed."

They said: "We left the rest of the squadron as though they had been standing still. When about twenty miles away we were signaled to 'slow up.'"

The city of Minneapolis gives you orders to go ahead, and we expect to leave the squadron of cities in which the Elks have previously held conventions far in the rear. Don't pay attention to signals to "slow up"; just "steam ahead."

Gentlemen, remember that the mayor who uttered those words is the mayor who invites you to Minneapolis now.

Gentlemen, in presenting our earnest and sincere request to you to hold your 1898 convention in Minneapolis, we are not solely prompted by the selfish purpose of being honored in receiving you as our guests, but we are also prompted by the thought that in accepting that invitation you will further the interests of this organization from a business standpoint, and that you will find attention paid to your comfort during your stay perhaps in a more marked degree than any other city of the United States.

Permit me to say just one word, and only one word, from the business aspect of our proposition. If I am correctly informed

it is a fact that the great strength of membership of this association comes from the East, and if this is so, were your conventions more often held in the middle or the central states the interest there might be possibly greater than it is. It might be the means of new associations being formed with a view of attending your conventions, providing the meeting place was so centrally located as to be easy of access to its new members. You may truthfully say that it is just as far to travel from the East to the central states as it is from the central states to the East, but you gentlemen from the East must not forget the fact that your agencies are old established agencies, that in every sense of the word it ought to be more convenient, at least for the present, for you to visit us than it is for western men, whose agencies are of recent standing, to go East or to some remote corner of the country. Attendance, gentlemen, ought to be a great factor in determining the selection of a meeting place, and I claim now, and I challenge successful contradiction, that no city in the Union, not even our sister city of St. Paul, can offer you better advantages from the standpoint of location than Minneapolis can. I might enumerate a good many facts on this line, but, gentlemen, this is my first attendance at your annual gatherings, and you can readily see that delicacy forbids me to dwell on that subject which ought to be much more familiar to you than it is to me.

I would like to make a statement at this time which ought to convince you of the sincerity of our proposition, but my friend Joyce from the same delegation as myself, and my friend Wilkes from our sister delegation, who stands with us in this invitation to assist Minneapolis, have something to say on this matter, and I will only touch on this part of the subject.

I might say a good deal about Minneapolis as a convention city, but I believe it is sufficient for me to refresh your memory and remind you of the year 1892, when the Republican national convention was held in our city, and Minneapolis is still proud of the record it made at that time. That we have sufficient hotel accommodation goes without saying, but what you gentlemen may not know is that you will be quartered at one of the finest hotels in the country, which compares favorably with the magnificent hostelry Milwaukee presents to you today. I might speak to you of Minneapolis as the great distributing centre. I might speak to you of its towers and its public buildings, of its parks and palatial residences, its lumber industry, its magnificent flour mills, those fanes sacred to Ceres, unapproached in olden times,

unrivalled the world over, supplying two continents with the staple food of man's existence; but, gentlemen, more worthy of your admiration is the brilliant setting of this gem of the Northwest. [Applause.]

It is said that God made the country and man made the town, and few cities have been more favored by nature in their surroundings, she having embellished our landscape by beautiful lakes and wooded hills, by sunny slopes and winding glens as rarely you have ever seen elsewhere. The work of centuries added to the cultured taste of landscape art have produced many a charming drive in the environs of London, Paris, Berlin, and other European cities. Nature and man have combined to give to Minneapolis its mountain drive; to New Orleans its shell drive; and to Riverside its magnolia avenue of marvelous beauty, but nowhere, especially in so young a city, has such a magnificent system of pleasure drives been constructed as in the city of Minneapolis.

Gentlemen, if population is taken into consideration, Minneapolis is the most extensively parked city in the United States. It has 47 parks, with a total of 1,552 acres, at a cost of two and a quarter millions, of which one million has been contributed by our citizens in land or money. This gives one acre of park to each 129 citizens. Philadelphia has one acre to every 200; Chicago the same; Boston, one to every 190; San Francisco, one to 210, and Paris, one to every 300. It has the most elaborate and complete street-car system in the world. And the Mississippi runs silently through the city for nearly ten miles. An Irishman once said: "It is singular how rivers always choose to flow through large cities." On either side pleasant slopes and in many parts wooded tracts. On the east of the city spread out the university buildings; to the west lies a beautiful chain of lakes with clean beaches and clear spring water; and to the south runs with a lovely course the outlet of Lake Minnetonka, in itself a poet's dream, leading from the upland to the basin of the river by the far-famed falls of Minnehaha. The suburbs of our city, thus enriched by lavish nature, have rightfully earned for Minneapolis the name of the "City of Delights."

Gentlemen, I could go on, but I would take too much of your time if I would dwell on all the beauties of fair "Minne." I can but mention to you Minnetonka Lake, with its three hundred and some odd miles of shore, nor in the time before me do justice to Minnehaha Falls with its park of 178 acres. Who could adequately describe its varied beauties, the poetic and historical

interest which has been associated with this delightful spot, the tempest roar of whose waters Father Hennequin heard as he descended the Mississippi River and have found expression in Longfellow's beautiful poem of Hiawatha? You all remember those lines:

"Only once he paused or halted
In the lands of the Dakotahs,
Where the falls of Minnehaha
Flash and gleam among the oak trees,
Laugh and leap into the valley."

Gentlemen, the Falls of Minnehaha are calling you now from the distance. [Great applause.] Come and see us and give us the opportunity of entertaining you in true and proverbial metropolitan fashion, and we promise you to do our best to make your stay with us an outing long to be remembered.

In conclusion I will wind up with this statement, that Minneapolis, the proud jewel of the upper Mississippi, Minnetonka, "Many Waters," Minnehaha, "Laughing Waters," all invite you to come, and promise and expect to greet and receive you with wide-open arms, and, gentlemen, I sincerely hope after you have heard the other claims from a different standpoint of our city that you will give our city favorable consideration. [Great applause.]

Mr. Joyce—On behalf of the Minneapolis delegation I wish most cordially to second the invitation of my colleague, Mr. Kaufman. Minneapolis has no axe to grind. We want to place ourselves on record that we have no candidate for president. We want no office in the gift of this association. We seek for no honor save only the honor of becoming your host. Minneapolis is known as the bread center of the world. What is more appropriate than that you gentlemen who are daily engaged in providing future bread for future widows and orphans should convene in that city. The annual gathering of the National Association of Life Underwriters is becoming more and more a vacation and outing for the individual members. You gentlemen of the East, can you conceive a more delightful trip than starting from Cleveland or Buffalo by one of those big steamers, the "Northland" or the "Northwest," sailing up through the great chain of lakes to Duluth, the "Zenith City of the Unsalted Seas," then down to Minneapolis. To not any other place in the world can such a trip be had. It will put new life into your blood, it will give you new zest. We do not need this association to help us beat the State Life Association of Indiana, or any other con-

cern. We have an association of underwriters who are doing this self same thing, and it was at the instigation of this association that they were debarred from writing their special contract.

In regard to the expense of entertainment, I do not know how it is here. I notice in the treasurer's report that we had to pay \$100 for a hall in Washington. Minneapolis will see that you have ample accommodation without a cent of expense.

Mr. Shideler—So will Indiana.

Mr. Joyce—Gentlemen, I wish to say we brought you samples of our staple product, flour. We hope every one of you will take a sample home. We have here a sample of our agents in Minnesota, and last night we had brought down from Minnesota a sample of our magnificent weather which you have today. [Laughter.] Gentlemen, let me again say we want to have the honor of entertaining this convention, and we will try to do as loyally and royally as has Milwaukee. Come and see us. [Applause.]

Mr. Wilkes—Mr. President and gentlemen, upon this button, which says, "St.-Paul, the centre of North America," I desire on behalf of the Minnesota delegation, if it is the centre of North America, to second my friend from Minneapolis in his invitation to hold the next annual convention there. [Applause.] I deem it proper and fitting that a man from St. Paul should talk about Minneapolis, because if any man knows about Minneapolis the St. Paul people do. [Laughter.] I was at dinner the other night where a man said to his wife, "Addie, the deacon seems to be changing coachmen a good deal," and she said, "Matt, you should not talk about your neighbors." and he replied, "We have to talk about some one." Now, it seems to me a great deal of stress has been laid upon what the convention will do for the city where it goes. May I be permitted to say what the city of Minneapolis can do for the convention? It is easy to say nice things, but it is much easier to say nice things when those nice things are true. Minneapolis, with due regard to Milwaukee, cannot show you the biggest brewery in the world, but she can show you one flour mill whose daily product will feed the entire city of New York as it now stands [applause], and the combined forces of the mills which grind the golden grain can feed the entire city of Greater New York and London combined for one year if their production went there. [Applause.]

No doubt many of you have been to Ireland. [Laughter.] Those of you who have not have read the praise of her green

I am talking for St. Paul now. These people have talked to you about what the convention can do. Do you want us to do anything for the convention? Now let me tell you, when they get through with you in Minneapolis and you want to do a little something on the side after business is all over, they will take you on the finest electric system of cars and bring you over to the city of St. Paul where I have the honor to reside, and which has the honor to assist them in getting this convention [applause], and the first thing that you will see when you come into our city will be rising a magnificent structure. Its first floor is composed of granite of the state of Minnesota and its superstructure is composed of Georgia marble, a lasting lesson of the cementing of the North and South perpetually to our children and our children's children for future generations. [Applause.]

As I said, they have the finest business street. I will take you along up the edge where I live. I do not live on it, but I will show you Summit avenue, which I say without doubt is the finest residence street that America has ever seen or ever will.

Now, I just say these things as on the outside, but I want to impress upon you, gentlemen, that this convention can have no better time to do good work as far as the convention goes, or for the work it does for the city, and in return it can do no better for itself than to come to the tireless, restless, sleepless milling centre of the great Northwest.

Mr. Remmel—Mr. Chairman and gentlemen, since this discussion has been going on my delegation called my attention [laughter] to the fact that we should have a private conference, and so I went out and conferred with my delegates and they said this: "You should have heard Mr. Shideler and these other gentlemen speak of hospitality. Do you know, Mr. Remmel, you, the chairman of this delegation, it is your duty and a duty that you owe the south land, to stand by one of their chief characteristics, and that is hospitality." [Laughter and applause.] Now, my friends, I feel, since my delegation has called upon me to perform this duty, that I owe it to you to extend to you an invitation to visit the great state of Arkansas and see genuine southern hospitality. [Applause.] I have a town to present and I have a state to present, and were I to tell you of our wonderful resources, those other gentlemen's descriptions would pall before the description which would be given here by me or which some other gentleman might be able to give.

I heard them tell of their mountains. The gentleman spoke

of the forests and mountains that touched the clouds. Why, my friends, in Arkansas we have mountains so high that we can touch the feet of the angels in Heaven [applause] and valleys so deep that our democratic brethren down there can be heard crying for water. [Laughter and applause.] And rivers! Why, my friends, we have the greatest state in the Union. We have more waterways than any other state in the great commonwealth of states. Why, we have a spring, one spring, the Mammoth Spring of Arkansas, the largest spring in the world, from which gushes the famous Green River, and in that river float and swim the most beautiful trout and bass that ever any of you anglers threw a hook after. Talk about springs! These gentlemen spoke about springs, and the other gentleman spoke of the famous gas belt on Indiana I believe. [Laughter.] We have water that is heated from the hot region itself, and when you drink that water the invigorating influence as it gushes and rushes through your veins thrills you and brings health and invigoration to the sick, and all parts of the world contribute to the great support of Arkansas, the famous Hot Springs.

And what else have we? Why, gentlemen, you hear of Klondike. People are turning their attention to the Klondike and going there by thousands to starve and freeze this winter. We have the famous pearl of great price in Arkansas, and men are now rushing to our hills and rivers to gather these valuable gems, and Tiffany has paid as high as \$500 for a single Arkansas pearl.

What else have we? These gentlemen talk about their wonderful resources, and yet they never mention a word of the beauty centered in the most attractive form, that is womanhood. Why, my friends, we have got the most charming women in the world. You young men vote for Rammel's location at the Hot Springs of Arkansas and Rammel will present you to some of the most charming women you ever cast your eyes upon. There is a chance for you to take the advice that Horace Greeley gave, "Go West, young man."

I think that you are a generous sort of people here, and I would like to be vindicated. I was very modest in stating to you that I had been a candidate for any office—that came out last night—and some of you gentlemen know what office I ran for, and in that campaign my opponent got this kind of a joke on me and used it as a campaign document, and I want to be vindicated from that charge, and I believe, as I stated to you, that you will almost as one man stand up to vindicate this young,

lone representative of this lone, infant, orphan association: (He said in one of his speeches:

"Rommel and I were crossing the country, and Rommel got ahead of me and was two hours in advance. I stopped at a farm house and saw two children playing, and I said, 'Did a gentleman pass by here a short time ago?' And a little girl said, 'Yes, a very nice gentleman, too.' 'What is his name?' 'Why, he said his name was Rommel.' I handed the little child a stick of candy and said, 'Mr. Rommel did not give you any candy, did he?' She said, 'O, yes, he gave me a whole box.' Well I took the child up and gave the child a kiss and said, 'Mr. Rommel did not kiss you, did he?' She said, 'Yes, he did indeed, and he kissed mamma too.'" [Laughter.] Now, my friends, you know from my being among you that I could not be charged with all those things, and I should not be, and I appeal to your sympathy to vindicate me.

Now about our town of Hot Springs. I know a good many of you have visited that place. [Laughter.] It is a delightful resort. We have some of the finest hotels in America. We can accommodate you in Hot Springs as well as you can be accommodated in Milwaukee or Minneapolis, and if you visit the city of Hot Springs the people will manifest a hospitality there in entertaining you that will be equal to anything that you have received here today. And I come right now to give you an invitation. While I do not give it in the name of the governor of the state of Arkansas, I give it in the name of the man who ought to have been governor of the state of Arkansas. I do not want to take up more time. I thank you for your consideration, and I do this because it is in the interest of southern hospitality, and when my friend spoke about cementing the North and South by bringing together the Georgia marble and the northern granite, that is a very good way of cementing things together; but, my friends, the best way of cementing these sections together is to send your representatives down there. You have had your conventions where? They have always been in the East or West. Have you gone south of that imaginary line? You went over to Washington, but that is not considered in the South. Now, if you will go to Arkansas, I will be rejoiced for one, and if my friend there means what he says, and he is a big, broad-gauged man, I believe he himself would vote for the proposition and move southward, and let us send this representative body, representing the biggest aggregation of capital in the world, send them South, and we will give them a royal

welcome, and you will do yourselves credit, and do credit to the sentiment which says: "There is no North, no South, only one common country." [Applause.]

Mr. Biggert—I have never been to Minneapolis. I have heard a good deal about the town. I have heard a good deal more about it today than ever before, and the Pittsburg delegation heartily seconds the motion to go to Minneapolis next year. They all want to meet Minnehaha very badly. [Applause.]

Mr. Scott—I am, perhaps, from the most remote part of the states, and yet I rise to second the city of Minneapolis for our 1898 convention. The reason for it is, a party once wrote about the climate there and said that nine months of the year was dead winter and the other three months very late in the fall, and I think if we took advantage of one of those three months, perhaps we would have just as fine weather as we have here. I have been to Minneapolis and I can verify all that has been said concerning it, so far as my observations have gone.

I suggest for the benefit of the executive committee—I am not sure it can be acted on—but if they would make the time of our meeting, if Minneapolis is selected, some time in August, when some of us are taking our vacation, it would be a very pleasant part of our vacation to spend a week of it in Minneapolis. Now, the distance from the East makes no difference to a man who has traveled. It is just as easy to go a few hundred miles further as it is to stop here, and I do not think that will cut any figure, but perhaps the most important factor that would enter into it is this, Minneapolis has no presidential candidate. Some of us from the East have that old conservative notion of propriety in life, propriety in the office and propriety in everything that is done. We have not yet got on to that fast method whereby we have got to push and rush for everything. We all know, we have all heard the past year of the strife that has been made for the honorable position that has been filled this morning by this convention. There are some of us who deprecated the methods, we admire the men who made the fight, but we deprecated the methods, because it lowers the standard of this National Association, and we beg of you that you will not present any candidate for the presidency at our next annual convention. Let that come as we came here to talk today about policies; let the position be open at that time and let the office seek the man, rather than the man the office. [Applause.]

Mr. I. T. Martin of Des Moines—Mr. President and gentlemen of the convention, I assure you it affords me un-

common pleasure to rise for the purpose of seconding the name of Minneapolis for the place of our next annual meeting. I do not think it is at all important to make extended remarks. I have heard the invitation of our friends and that of the gentleman from St. Paul, and I wish to state to you gentlemen that I know enough of both of those cities and the region round-about to heartily endorse everything that has been said in reference to them, and I feel that they might have added very much more. I am glad, indeed I feel very gratified, as I am sure you gentlemen must, with the cordial invitation that has been extended by the gentleman from Indianapolis. I esteem that city and its people very highly. I have no question with regard to the cordiality and sufficiency of the entertainment they can give us. When the gentleman was presenting his claim I admit that it gave me anxiety owing to a remarkable condition of things as to whether it might not have a demoralizing effect on the delegates to have so many disturbing conditions over there. However, in the light of my acquaintance with many of them I would be willing to risk them and would not particularly fear for myself.

Now, gentlemen, their method and manner of doing things in Minneapolis has been splendidly illustrated here today by these gentlemen representing the Minneapolis Association. They do not know how to do things by halves or quarters or any other division of the whole thing. It is a splendid city, composed of splendid homes, magnificent hotels, boulevards and everything of that sort that will excite the admiration of anybody in this or any other place, and if we vote ourselves the exquisite pleasure of meeting and greeting Minneapolis next year, I am sure, gentlemen, that we will return to our homes wondering and being amazed because of the prodigality of nature in creating scenery so beautiful and interesting. Gentlemen, "Minneapolis in 1898."

Mr. Yereance—Mr. President and gentlemen of the convention: New York, with its membership of some 16 per cent of the entire membership of this National Association, comes to you not with any particular claims for the convention to meet in its own city, the attractions of which it would take not the hour or two that we have spent in hearing from these cities to describe, but I could never finish [laughter] in giving to you the advantages of Greater New York. But we were honored some years ago with the meeting of the National Convention at that place, and therefore we have no personal interests to serve and

no special claim or desire to press any claim for the meeting of the convention in the city of New York. But the New York delegation have instructed me to reflect their views as to a general plan which it would seem wise now to bring forward. The time was when it was doubtless wise to have the convention hold its sessions in different cities where there were local associations whose interests needed to be fostered, but in the lapse of time certain elements which are clearly apparent, and have been clearly apparent for some months past, seem to call for a change or a departure from the manner of appointing the place of holding our convention, and it has seemed wise to the New York delegation respectfully to present and earnestly to urge that the convention of 1898 be held in the place where there is no local association, so that the association may be entirely free and untrammelled in selecting for its presiding officer the gentleman best adapted for the exigencies of the association at the time, best equipped to perform the duty of the executive presiding officer over this great body. For that reason they have requested me to nominate as the place for holding the convention of 1898 the city of Niagara Falls. [Applause.] That needs no eloquence of a Wilkes, or a Kaufman or a Shideler or of these other gentlemen who have spoken to speak its praises and to voice its claim. Situated as it is with its monument of creation second to none the wide world over, bustling with its activity of waters and affording power to the industries of all the section near by, ample accommodations are afforded, ample trips about the neighborhood after your time and attention has been given to the business on hand. And in the matter of the banquet, I assume that the National Association has arrived at that position when every gentleman attending as a delegate would prefer to pay his own charges at the banquet. New York has no reflection to make upon anybody or any place, but in their judgment it is wise in the present situation that we should go to some place where this association may be entirely free. We have heard a good deal about logical candidates, etc., and favors extended in the past and looked for in the future have necessarily weight with us, because who can resist the kind hospitality of the friends at Milwaukee and elsewhere where the association has met? But, gentlemen, it seems to us that it would be wise under the present circumstances and for the reasons stated, which I need not elaborate, that the convention of 1898 be held in the city of Niagara Falls. [Applause.]

Mr. Keep—I do not know how the Boston delegation will vote, but I rise to endorse the remarks of the gentleman from Minneapolis. We went from that city to our homes after attending a convention there with the same charming recollection of the hospitality of the city as we shall take with us from Milwaukee tomorrow of the citizens of this city. I think I never visited a city in my life when on the return trip on the cars so much was said of the beautiful locality and the charming reception we received. They seemed to do everything for us. I never shall forget that beautiful hall in which the convention was held, and it would please me personally very much to know that this convention would vote to hold the next meeting of the National Association of Life Underwriters in the city of Minneapolis. [Applause.]

Mr. Ford—I do not propose and shall not endeavor in presenting the invitation which I intend to make, to elaborate and speak so extensively as some have in reference to other places. I agree with the gentleman from New York in some respects in what he said. The National Association, having received the attention and hospitalities of several of the cities, it would seem to be unfair to them to stop at this stage of the game when there are several cities yet to be considered and are not only willing but anxious that the convention should meet with them.

As president of the local association to which I belong and as a delegate here, and as chairman of that delegation, the duty has been assigned to me to extend an invitation to the National Association to meet in the Queen City of the West, in garlands dressed on the banks of the beautiful river, and it is with pleasure that I extend to this convention, to the association, rather—the next convention may be somewhat different from this—a hearty, cordial and earnest invitation to meet next year in Cincinnati. [Applause.] I may say of Cincinnati that it was the birthplace of life associations in this country. The first life underwriters' association in the United States was formed in Cincinnati in 1872. It grew and other associations were formed, a state association was formed, and we always have been interested in this work. We are interested in the National Association. It has done a grand and noble work, and the papers that have been read here in this convention have been the best that I have ever listened to in any of the conventions. The sentiments expressed have been elevating, have been excellent, and the effect will be an uplifting of the business in which we are engaged, and I believe that every man here, every delegate, will go back to his field of labor

having a higher personal respect for himself and his business than when he came here.

From the platform this morning it was said that we are engaged in a profession. Formerly we were in a business, and this business of life insurance is assuming the dignity of, and will come to be a profession that tyros will not be permitted to work at. The time will come when the institutions of learning in our country will have a chair of insurance in their law schools, that the laws may be better understood, and that the local profession may be better able to understand what laws ought to be enacted for the protection and promotion of this business. And I doubt not that the time will come when people will have to undergo examinations as to their qualifications, as to their moral character, and their qualifications to transact this business in a proper and honest manner, and the time cannot come any too soon. I do not propose to indulge in very much talk. For the last thirty years it has been my business to teach agents how to do the business, and one of the first things I have tried to impress upon them was not to talk too much, but to endeavor as much as in them lies to say the right thing at the right time. [Applause.]

So far as Cincinnati is concerned I might say this. The location is central, and it is one of the large cities. We have some attractions there. Cincinnati has been one of the cities that has not advertised very largely, but some things have originated there that have blessed the world. The first steam fire engine ever invented or made was invented and made at Cincinnati by Miles Greenwood, and today in this country and in Europe there can hardly be found a city of 5,000 people where the steam engine is not known and used.

Cincinnati had the first paid fire department in this country. The Dank's revolving steam furnace was invented in Cincinnati, and you talk with iron men and you will find the great value of the Dank's steam furnace. We have one of the largest factories of wood-cutting machinery in the world in Cincinnati. Its machinery goes everywhere where civilization exists. We have an excellent street railroad system, going to all parts of the city and suburbs. Our suburbs are unsurpassed by those of any other city, and I may say here what a gentleman, whose name you have heard very often the last year or two, a gentleman by the name of Hanna, who, some years ago, on one occasion when he had got through with the business he was transacting in Cincinnati, was invited by the gentlemen with whom he had been

dealing to take a drive. This gentleman said, "Mr. Hanna, this afternoon my team will be here and we will take a ride." "Ride," says Hanna, "I do not want to ride." He never had seen Cincinnati except along the river where he had done business. Well, this gentleman said: "My team will be here and we shall take a ride." So he took him over Walnut Hill and Mount Auburn and through Avondale, and wound up with Clifton, and a few days afterwards I saw Mr. Hanna in Cleveland, and he was in ecstasies, and said: "Why I did not know there was such a place in the world as Clifton in Cincinnati. There are some of the most beautiful spots on earth there."

We have our magnificent music hall and we have other halls. We have hotels in abundance. We have every facility needed.

But there is another question connected with this and that is the central location of Cincinnati. Now I must say I have admired the transparent honesty and earnestness of the gentlemen that preceded me in their invitations. My friend from Indianapolis made a most excellent argument why we should go there, and if it were not that I thought the convention at the mere mention of Cincinnati would have said that is the place, I would have seconded the motion to accept his invitation. But it is all right, he made a good speech. And the gentlemen from Minneapolis made a good plea for their place.

Now I am going to make a plea for Cincinnati on another ground, that is the central locality of the place. Why is it there are only 100 or 125 members today in this convention? Why not 350 or 400, as in Philadelphia and Washington and other places further East? Simply because it is further off. What we want is to do the greatest good to the greatest number and not to subserve the interests of any particular locality, and I think you will agree with me that Cincinnati with its fine communications with the outer world could get more men to attend the convention than any place further remote. Out of the eight conventions there have been three in the Northwest, one at Detroit, one at Chicago and one at Milwaukee, all up through the Northwest, and a good way Northwest when you come to consider where most of the life men are. Now it seems to me that if you decide to come to Cincinnati we would get a larger gathering and the influence would have a wider range than it would have if we went so far away as the other places named. There is this to be said of it also: Minneapolis, for instance, is 1,300 miles or thereabouts from New York, about 700 from Cincinnati. I really admire the pluck and enterprise of the men

from Minneapolis. I thank them personally. But it seems to me for the present they are asking too much to have us go so far away from the great bulk of the men engaged in the business, for a time yet. Their time will come. But Cincinnati has made no claim heretofore, and we ask you now, not because we think the convention would be better accommodated there with reference to the means of getting to the place than anywhere else that has been named. My friend from Arkansas has presented the claim of Arkansas. That is too far away for the present. Let our friend from Arkansas wait a little while till his state grows and he gets to be governor. But I do think the time has come when you may come to Cincinnati with great convenience to yourselves and pleasure, too, because of the convenience. The fact is we have everything that you could ask anywhere, and we want you to come for that reason, for the reason that we think we can do the right thing by you, by the association. Our people are in sympathy with it.

We did not suppose there would be such an earnest effort made as has been made on the part of others for this honor. We supposed a simple invitation would be enough, and from some remarks we heard before we thought the cities were about through wanting to entertain the convention and the mere invitation to come to Cincinnati would be enough. But since we have arrived here we have heard from home, and they have told us by telegram to have the convention come to Cincinnati and that if you do come we will give you that hearty and cordial hospitality and attention that all great men deserve. [Applause.]

At the conclusion of Mr. Ford's speech several members were on their feet for recognition. The chair said that before he recognized any of them the secretary would read some telegrams which he had received.

Mr. Christy then read the following telegrams :

CINCINNATI, O., Sept. 16, 1897.

The National Association of Life Underwriters, Masonic Temple, Milwaukee, Wis. :

The Cincinnati Chamber of Commerce invites you to hold your next session in our city and urges an acceptance of an invitation meant to be urgent and hospitable.

J. MILTON BLAIR,
President.

CINCINNATI, O., Sept. 16, 1897.

David S. Hendrick, President National Association of Life Underwriters, Masonic Temple, Milwaukee, Wis. :

The city of Cincinnati will feel honored if you accept our invitation to

meet here in 1898. Our citizens are hospitable and your welcome will be an Ohio one.

GUSTAVE TAFEL,
Mayor of Cincinnati.

CINCINNATI, Sept. 16, 1897.

David S. Hendrick, President National Association of Life Underwriters, Milwaukee:

The city of Cincinnati, by its Chamber of Commerce and other mercantile organizations, cordially invites the National Association of Life Underwriters to meet in Cincinnati in 1898. A warm welcome and a royal entertainment will be yours.

WILLIAM B. MELISH,
President Cincinnati League.

Mr. Johnson—Gentlemen, I am aware of the lateness of the hour, and I will be very brief in what I have to say. The National Association of Life Underwriters has agreed that one of the things it has to be thankful for is the number of beautiful places to which it has been cordially invited, and therefore it can look forward to the future without any concern as to where it shall be entertained. But there is one thing, gentlemen, that we must remember, that we cannot hold our annual meeting at all of these places in any one year. In view of the fact that one year ago, when we were considering this matter of the location for 1897, our friend from Indianapolis so presented his case at that time that the vote of that convention stood a tie whether we should go there or to Milwaukee. In view of the fact of its central location, in view of its many attractions and many things which you have heard here, which I will not attempt to repeat, I simply want to say this, that Western Massachusetts heartily seconds Indianapolis. [Applause.]

Mr. Pickell—Mr. President and gentlemen, those of you who were present at the convention in Washington know how earnestly the delegation from Indiana presented the claims of its capital city and how cordially they invited this association to meet there this year. As the delegate from Western Massachusetts has just assured you the vote stood a tie on the first ballot. Now, I am in favor today, and I voice the sentiment of my delegation when I speak thus, of having the next meeting of our convention at the city of Indianapolis. [Cries of "Good!" and applause.] We were most earnestly, sincerely, heartily and cordially—any word you may want to use—invited there last year by Mr. Shideler and his delegation. They come to us again this year in the same hearty and cordial way. Shall we turn a deaf ear to their entreaties? There are many other years coming, gentlemen. Minneapolis will be all the more beautiful in 1899. Why

not go to Indianapolis next year and perhaps to Minneapolis the following year?

Now Indianapolis is centrally located. I am advised by many of the delegates here that they can go to the meeting if it is at Indianapolis, but that Minneapolis is at one side and it costs a good deal more for them to go there. Then, again, there will be a larger delegation from the South if the convention convenes at Indianapolis than there would be at Minneapolis. The delegation from Detroit unanimously voices the sentiment of our Brother Shideler and will cast their vote for Indianapolis. [Applause.]

Mr. Munson—Mr. President and gentlemen, it will be remembered by those of you who were at Philadelphia and at Washington that I nominated for the place of the convention the city of Niagara Falls, and it affords me great pleasure at this time to second the nomination made by the gentleman from New York. In doing so I do not intend, and the time is too short, to attempt a discussion of the magnificent wonders of that place, but I can assure you that you will find everything that heart can want in the way of accommodation in the city of Niagara Falls. We shall be able to go there and in a business-like manner, transact the business that may come before us, and when we have done with it we can go home and we will be under no obligations to anyone. It seems to me this idea should prevail, and therefore the Western New York delegation heartily seconds the nomination made by the gentleman from New York. [Applause.]

Cries of "Question!" "Question!"

Mr. Sutton—I heartily agree with all these gentlemen have said, but this association has to take it as I take it. Now, I live in a city that is in the outskirts, so to speak, of the list of associations, and I know from past experience what hard work it is to get the members to attend these national conventions. What we want is a larger number of members if possible to attend these national conventions, not to visit these cities but to get the benefit of these members in our homes and carry it there and influence them, and I rise to second Indianapolis, simply because it is a city easy of access. It is about half way from either place, and I say to you that I believe that if we hold our next annual convention in Indianapolis we will have half as many more members in that convention than we have here. What this convention wants, instead of visiting this city or that

city, is to build itself up and enthuse every member of this association and every local association. [Applause.]

Cries of "Question!" "Question!"

The President—Shall we vote by the unit rule or not?

Several Voices—The unit rule.

Mr. Shideler—I want to ask you a question, Mr. President. Is it not admissible, is it not the rule that the first ballot shall be considered an informal ballot for the purpose of testing the strength? If so, I ask that the first ballot be so regarded.

The President—A motion to that effect will be necessary.

Mr. Shideler—I move that the first ballot be taken as an informal ballot and not a decisive ballot.

The motion was seconded and carried.

The President—This is an informal ballot, gentlemen, for the selection of a place of meeting in 1898. We have five cities from which to select. Please be careful how you vote, although this is not a decisive vote.

The roll was then called by the secretary and the following associations voted for Minneapolis:

Boston Life Underwriters' Association.
 Life Underwriters' Association of Chicago.
 The Cleveland Association of Life Underwriters.
 Iowa Life Underwriters' Association.
 Kansas City Life Underwriters' Association, one-half vote.
 Kentucky Life Underwriters' Association, one-half vote.
 State of Maine Association of Life Underwriters.
 Minneapolis Association of Life Underwriters.
 Minnesota Association of Life Underwriters.
 Nebraska Life Underwriters' Association.
 New Hampshire Life Underwriters' Association.
 Philadelphia Association of Life Underwriters.
 Pittsburg Life Underwriters' Association.
 Tennessee Life Agents Association.
 Wisconsin Association of Life Underwriters.

The following associations voted for Indianapolis:

Indiana Association of Life Underwriters.
 Kansas City Life Underwriters' Association, one-half vote.
 Kentucky Life Underwriters' Association, one-half vote.
 Life Underwriters' Association of Western Massachusetts.

Michigan Life Insurance Agents' Association.
Life Underwriters' Association of Eastern New York.

The following delegations voted for Niagara Falls :

Connecticut Life Underwriters' Association.
Life Underwriters' Association of New York.
Life Underwriters' Association of Western New York.

Cincinnati Life Underwriters' Association voted for Cincinnati.

Arkansas Life Underwriters' Association voted for Hot Springs.

Mr. Kaufman—I move that when this convention adjourn it adjourn to meet in Minneapolis in 1898.

The motion was seconded.

The President—That is not in order.

Mr. Shideler—I wish to withdraw the name of Indianapolis and second the nomination of Niagara Falls. [Applause.]

Mr. Remmel—I wish to withdraw the name of Hot Springs and second the nomination of Minneapolis. [Applause.]

A Member—I move that each delegate be allowed to cast his own vote.

Cries of "No!" "No!"

The President—I will state for the benefit of the gentleman that that is impossible. If there are five delegates present and three want to vote one way and two the other, it could not be done under the unit rule.

Mr. W. T. Gage of Detroit—I move that we now proceed to the formal ballot.

The motion was seconded.

The President—Under the unit rule, **Mr. Gage**?

Mr. Gage—Under the unit rule.

The motion was carried.

The President—I understand that Cincinnati's invitation is withdrawn, is that correct?

Mr. Ford—It has not been so formally, but we do that now.

The roll was then called. The following associations voted for Niagara Falls :

Connecticut Life Underwriters' Association.
 Indiana Association of Life Underwriters.
 Life Underwriters' Association of New York.
 Life Underwriters' Association of Western New York.

The remaining associations voted for Minneapolis.

Mr. Shideler—Before the vote is announced I move that the vote be made unanimous for Minneapolis. Next year we will change it from Minne to Indi. [Laughter and applause.]

Mr. Yereance—It seems, Mr. President, that the only proper way is for all those who voted elsewhere to change our vote before it is counted, and New York changes her vote to Minneapolis.

Mr. B. F. Ess of New Haven—Connecticut changes her vote.

Mr. Shideler—A motion to make it unanimous is in order, and then if it is not unanimous it is not carried, but as it seems to be the shortest route to Minneapolis, and as many of you want to find the shortest route next year, I propose to change the vote of Indiana to Minneapolis.

The President—It is so ordered.

Mr. Bush—Western New York changes its vote to Minneapolis.

The President—The vote as it now stands is unanimous for Minneapolis for 1898.

Mr. Ayers—The constitution and by-laws require this provision to be made by ballot. I move that the secretary cast a ballot for Minneapolis.

The motion was seconded and carried.

The Secretary—Gentlemen, the secretary has, according to your instructions, cast the ballot of the association for Minneapolis.

Mr. Reddington—The place of holding the annual meeting has been fixed. The constitution, Art. 4, says: "At every annual meeting the time and place of the next succeeding annual meeting shall be decided by ballot." I draw an inference from what Mr. Scott said awhile ago that the executive committee has been in the habit of fixing the time of meeting. I have no objection to that method of procedure, but if it is done it should be delegated to them at this time.

The President—That is always done unless the authority is given to the executive committee.

Mr. Reddington—I take it that is to be done every year.

Mr. Joyce—I move the time of holding the next year's meeting be left to the executive committee.

The motion was seconded by Mr. Remmel and carried.

Mr. Shideler—I do not want to be technical, but I want to say that you have not selected Minneapolis according to the law. It says "by ballot." The secretary has no more right to step to the front and declare that he cast the ballot than a member upon the floor. When the secretary is instructed to cast a ballot he must cast a ballot with the number of votes that he is authorized to cast. He simply stated that he did when he did not.

The Secretary—There were twenty-four votes cast for Minneapolis.

Mr. Shideler—That ain't casting a ballot. Put it on paper.

Mr. Kaufman—I rose before and said it gave me great pleasure, but it gives me more pleasure to rise again and thank the convention for the courteous treatment given our delegation. Now the battle is over, and to show you that we were sincere in the promises before the battle, not knowing whether we expected victory or defeat, some of our delegates have brought two boxes of cigars, and if you will have the pages pass the boxes we will be delighted to have you smoke with the Flour City.

Just one more statement I desire to make and to prove to you that it was made in all sincerity, the Minneapolis delegation instructs me to say to all delegations that we have no candidate for office next year, that you can come to our city and select your officers from whatever portion of the country you desire. At no time will we press the claim that on account of Minneapolis having had the convention you are under obligations to us to give us any office. [Applause.]

The President—In the name of the National Association I desire to extend our sincere thanks for your very kind words and expressions, and I trust you will have a large and full convention with you next year.

Mr. Hindman—I desire to place the name of Kentucky before this convention as a prospective place of meeting for the year 1899. All that has been said, gentlemen, in favor of the other cities can be truthfully said of Kentucky. All of the orators that have spoken today, sir, have only partially described the great resources of the state of Kentucky. I am not going to take the time of this association by entering now into a description of those resources, but at the proper time and place we will endeavor to show you that Kentucky is entitled to rank among

the greatest states in Our American Union, and that every true Kentuckian has a right to be proud of his state. Remember that she gave to the world a Henry Clay and an Abraham Lincoln. Now, Mr. President, we have a beautiful city lying along the shores—

Mr. Kendall—I call the gentleman to order. He is not talking on any subject. I can follow in a speech for Cleveland, where we can meet Mr. Hanna.

The President—Do you make the point of order, Mr. Kendall?

Mr. Kendall—Yes sir.

The President—I have to declare Mr. Hindman out of order.

Mr. Remmel—I move Mr. Hindman be given a few minutes more time.

The motion was seconded and carried.

Mr. Pickell—I rise to a point of order. There is no motion before the house.

The President—The motion has been carried, sir, that Mr. Hindman have time to speak.

Several Voices—Only two minutes.

The President—Those opposed to Mr. Hindman's continuing say "no."

Several Voices—"No."

The President—Those in favor of his continuing say "aye."

Several Voices—"Aye."

The President—The ayes have it.

Mr. Hindman—I regret my friend Mr. Pickell desired to shut me off so unceremoniously, but I shall not detain you long. I merely want to say, sir, that we are proud of our woman, and I believe I can say for them that they will extend to you a cordial invitation to come within the embrace of our Old Kentucky Home. I thank you, gentlemen.

The President—Will whoever has in his possession the key to the box of the silver loving cup be kind enough to bring it to the secretary?

The next business before the convention will be the reports of the special committees appointed yesterday. The committee with reference to the death of Mr. Calef is ready to report.

Mr. Ayers then read the following report:

Mr. President: Your committee appointed to draft resolutions with reference to the death of Maj. Ben S. Calef beg leave to report as follows:

Whereas, Since our last convention, we have suffered the loss of our most faithful and valued member, a man who from the very beginning devoted much attention to the development of this association, and who was the first chairman of its executive committee; and

Whereas, He filled with honor to himself and with satisfaction to the entire membership, the office of president of this association; and

Whereas, In the gift of the Calif loving cup he established a memorial to his memory which shall ever endure and be cherished with constantly increasing gratitude by us all; therefore be it

Resolved, That we hereby express our high regard for his manly and genial qualities.

That we commend his example of faithful service and loyal devotion to the best interests of this National Association as worthy of imitation by all of its members.

That we sincerely lament his sudden departure from us, and that we hereby offer our tribute of sorrow for the loss of our beloved friend and brother. Respectfully submitted,

HENRY C. AYERS,
H. S. MUNSON,
WILLIAM T. GAGE.

On motion of Mr. Yereance the report was adopted by a rising vote.

The report of the committee to prepare a memorial on the death of Mr. Hine was then read by Mr. Yereance and on motion the convention adopted the report by a rising vote. The report was as follows:

Your committee appointed to draft a memorial to the late Charles C. Hine beg leave to report the following minute for enrollment upon the records of this association:

Since it is one of the first objects of the National Association of Life Underwriters to inculcate honorable purpose and correct action among the living in the business of life insurance, it is particularly appropriate that the names of those who have died, realizing ideals of high character, strong purpose and honest fame, should have enduring remembrance among us and be enrolled as exemplars of the standard that this association is glad to honor.

Such a fame is that of Charles C. Hine, for many years a distinguished insurance journalist, editor of the *Insurance Monitor*, who died at his home in Newark, N. J., April 17, 1897, aged 72 years.

In all respects Mr. Hine was a conspicuous example of that characteristic product of American free democracy—a self-made man. Compelled while yet a boy to earn his own support by humble labor, he fixed his aspirations upon lofty ideals, and by the unwavering integrity of his nature and purpose, achieved them. His whole career was creative. He was an educator of youth, a conspicuous business man in commercial pursuits, a successful insurance man, and for many years an insurance publisher and writer, whose work was of distinguished merit and usefulness. Aside from these achievements he found time to enrich his mind with the accomplishments and strength of the highest intellectual culture, and to contribute much that was enduring to the general field of letters and the beautiful arts.

If it is the noblest epitaph to be written over the grave, that the man who lies there has been active, determined and firm in his principles, and has won notable success while passing through the fire of life without a stain of dishonesty upon his character, then Charles C. Hine lies fairly crowned with that finest laurel of mortality.

To life underwriters particularly Mr. Hine's work was helpful. Outspoken, yet fair; despising meanness and honoring the ideals of life insurance, he was in every sense a man, in honoring whose name and reputation this association may properly honor its own best purposes.

J. W. IREDELL,
JAMES YEREAKE,
C. M. RANSOM.

When the report from the committee on the death of Mr. Haskell was called for the chairman of that committee, Mr. M. E. Cozad, addressed the convention as follows :

Mr. Cozad—It seems to me at this hour, busy as we are and tired as many of you are, doubtless, that it ought to be a pleasure to stop a moment in our deliberations and cast flowers on the graves of those we love. I wish today that we could call into this assemblage another assemblage, those that have gone before. If they could come in here and offer resolutions what a privilege it would be. I think of the first convention held in Boston, and I call to mind that genial face of Carpenter, that face so easily and well-remembered of Calef, that also of our beloved friend Haskell. This country was fortunate in its conception in having at that period of time a Washington, a Jefferson, an Adams, and a Patrick Henry. This association was fortunate in the fullness of time that we had a Ransom, who thank God is with us still, and a Carpenter, and a Calef, and a Haskell that have left their impress for good on this association, that those who have not been members, who are yet to be born into this grand association, shall feel.

Oh, what an army! If we could call in here the widows and orphans who are receiving an education and surrounded by those influences that love exercises. Why? Because, perchance, a man like Haskell induced their father, the husband, to take insurance. That is a record we can never put on our books, brothers. It is a record that will endure, not only on the tablets of your hearts and mine, but on the tablets of those who have never heard the name of Haskell. There is a tablet written, there is a monument that no time can efface. It is meet, dear brothers—your and my time will come by-and-by—it is meet to pause in these deliberations and lay our trophies at the feet of such men, to whom we are under obligations, whom we have learned to love and respect.

Your committee submit the following :

The National Association of Life Underwriters hereby records its deep sense of great loss in the removal by death of Col. George P. Haskell of New York, and also expresses its high appreciation of his qualities of mind and heart, which, while they commanded our respect, did what was far better, excited our love. His wisdom and work in the organization and upbuilding of this association has rendered us his debtor. His unbounded enthusiasm and untiring energy was ever an inspiration, and the impact he gave will move us for good in the years to come.

While we are mourning his loss, we are not unmindful of his bereaved family, to whom we extend our sincere sympathy in this time of their deep sorrow.

M. E. COZAD,
J. D. SUTTON,
JAMES L. JOHNSON,
Committee.

The report of the committee was adopted by a rising vote.

Mr. Scott—I move that we proceed at once to the installation of officers.

The President—I have a communication, gentlemen, from Brig.-Gen. Fuller, president of the Wisconsin Association, addressed to myself, which he requested me to read. I have not had an opportunity sooner or I would have done it.

The president read the following :

Mr. Hendrick :

There are possibly some delegates, alternates, insurance men or insurance press men who have not received invitations to the banquet this evening.

Places have been provided for any such and we hope every one will be ready promptly at 6 o'clock this evening at Hotel Pfister.

Every one is supposed to have been invited, and this is to cover any whose invitations have been miscarried, misdirected, etc. Every one is expected to be present.

H. S. FULLER,
President.

The President—Mr. Kaufman has a message he has just received, which he wishes to announce at the present time.

Mr. Kaufman—A few moments ago a request was sent to me by the officers of the company which I represent, the Northwestern Mutual Life Insurance Company, that they would be pleased to receive this body collectively or individually at any time.

The President—I thank you for the invitation in the name of the association.

Gentlemen, one of the most pleasant and agreeable parts of the convention now comes to us, the installation of officers for the ensuing year. As you know, you have elected Mr. Bowles, who needs no introduction. I will appoint as a committee to

conduct Mr. Bowles to the platform for installment Mr. Norris and Mr. Gage. Will the gentlemen please proceed at once. [Applause.]

Mr. Bowles was then escorted to the platform by Messrs. Gage and Norris amid great applause. When the three gentlemen had reached the platform Mr. Norris addressed the convention as follows :

Mr. Norris—Mr. Chairman and gentlemen of the convention: It is no time for me to say very much because of the after things that are to come. But it seems fitting that a word should be said at this time. Therefore I stand before you to say that I believe the work of the local as well as the National Association should be done in unanimity of spirit, that we must be one in order to accomplish the many things that we desire to be brought about. And now in order to show you the sincerity of our words which we have spoken to some of you we want in Wisconsin to demonstrate that we are one in the Wisconsin Association. [Applause.] We are glad that you have come and we believe that you have enjoyed this week with us, and I can say heartily I am glad that you have given us the selection of a president from Wisconsin to preside over you during the next year. I am glad that you have selected from the blond city of the West a blond president [applause] to preside during the coming year over your deliberations and to preside in that gem city of the northwest next year, Minneapolis. Gentlemen, united we stand.

As he uttered the concluding words of his address Mr. Norris grasped Mr. Bowles warmly by the hand amid great applause. Stepping to the front of the platform Mr. Gage then addressed the convention. The commencement of his remarks was the signal for a hearty burst of applause, showing the pleasure it gave the convention to see the harmony prevailing among former rivals for the office of president.

Mr. Gage spoke as follows :

Mr. President and gentlemen: I do not think it is necessary for me to add even a single word on this occasion, but you know we are for harmony here, and so I suppose I must add my note. I was struck while some of the speeches were being made offering sites for the next national convention with a single suggestion from a gentleman representing St. Paul. He said: "Many

of you perhaps have been in Ireland," and I thought perhaps he might suppose that I had been there and had kissed the Blarney stone and therefore might be expected to speak on this occasion. No Blarney stone, no compliments, nothing of that sort is needed from me. I congratulate the National Association upon the selection of the president to serve during the ensuing year. I believe the choice represents the unanimous opinion of the convention, and I very cheerfully coincide therewith and believe that Mr. Bowles, the successor to the chair, will do honor to the place to which you have called him.

I need say nothing about Mr. Bowles, I simply will call your attention to the little portion of a speech that most of us used to say when we were boys in school. They were the words of a distinguished statesman and the subject was Massachusetts. He said: "Mr. President, I shall enter upon no encomium upon Massachusetts. Behold her! There she stands and she speaks for herself." I say this of my friend, Mr. Bowles. Here he stands and he can speak for himself. [Great applause.]

Mr. Hendrick—Gentlemen, having heard the words just spoken by the two competing candidates with reference to the successful candidate, it proves to us the old adage, "What a pleasant thing it is for brothers to dwell together in unity."

Mr. President, Before I deliver this gavel, I wish to thank the worthy chairman of our executive committee, the secretary, each and every officer and member of the National Association of Life Underwriters, the author and promoter of life underwriters' associations, Col. Ransom, the daily and the insurance press for their assistance, consideration and courtesy. In leaving this office of honor I do not intend to retire to my "country home" to be seen no more, for I am with you to the end. "No effort for good is ever lost," and tonight we again see this axiom verified. One year ago on the night of my nomination I received a basket of flowers and a message, "Please come to the hotel," from a gentleman who was in the field for the same honor that had been conferred on me, but whose greeting and congratulation was from the heart when he said, "Hendrick, I am glad you beat me." While the flowers of one year ago are withered and gone, their fragrance will never fade from my memory, and today I am happy in presenting the blooms from the seed sown in Washington (at this point ex-President Hendrick presented the incoming president with a magnificent bouquet of American beauties), and in doing so, I most cordially congratulate the National Association upon its wise selection of

my successor, and to you, Mr. Bowles, I tender equally as cordial congratulations for the great honor conferred upon you, and now present you this beautiful gavel as the emblem of your authority as president of the National Association of Life Underwriters, and bespeak for you a most successful administration. [Applause.]

Mr. Hendrick here presented the new president with the gavel amid great applause, and on his proposal three cheers were given with a hearty good will for President Bowles. After the applause had ceased Mr. Bowles addressed the convention as follows :

The President—Mr. Hendrick, delegates, and friends of the National Association of Life Underwriters: Whatever brilliant achievements have been accomplished by this national body in its eight years of existence, I am sure that you will all agree with me that there has never been on any occasion since the birth of our association such an outpouring of the spirit of love and good fellowship among our members as we find at this moment. [Applause.]

I regret in a measure that there seems nothing for me to do. All of the weak links in our local and national chains have been so beautifully, so strongly welded together by my friends, Mr. Gage, Mr. Norris and Mr. Murphy, and many others, that really there is nothing left for me to say. But I congratulate you and myself upon being a united and happy family here and forever more. [Applause.] It will be impossible and the time forbids, as it is very late, for me to do more than thank you one and all and to say how grateful I am to you for this great and high honor that you have extended to me, and if I can get but one hundredth part of the interest and enthusiasm during my administration that has been manifested here today, we will have an association that not only America will be proud of but the world itself. [Applause.]

I know that I will have your support. I promise to you the best efforts of my life in making the National Association, if it be possible, a stronger and grander institution for the advancement of our interests. I thank you again for the honor you have conferred upon me. [Applause.]

At the conclusion of Mr. Bowles' remarks Mr. Estee of the Wisconsin delegation stepped to the platform and addressed the new president as follows :

Mr. Estee—At the beginning of your administration, Mr. President, I beg your indulgence and that of the National body for a moment. Mr. Bowles, as an old member of the Wisconsin Association of Life Underwriters and president of this body, I desire on behalf of your fellow-members in the association to present you with these flowers, and beg you to accept them as a hearty mark of the esteem in which you are held by the members of this association.

Mr. Estee here presented President Bowles with a magnificent bunch of American beauties. Turning to the convention he said :

Gentlemen of the association, as these American beauties rank among flowers, so does your president-elect rank among men. Gentlemen, look at them, the flowers and the man. They are both beauties. I trust that they may continue so forever. [Great laughter and applause.]

The President—I beg to thank the local association for this beautiful expression of congratulations to one of its members and now the president of the National body, and I thank them through you most heartily, Mr. Estee.

I have no programme before me. I believe the next thing in order is the installation of the rest of the officers. The secretary, I believe, comes next; Mr. Christy, who has served us, as you know, for the past year. We shall be pleased to hear from Mr. Christy.

As the popular secretary rose to address the audience he was greeted with enthusiastic applause, which told more eloquently than words the esteem in which he was held.

Mr. Christy—Mr. President and gentlemen: I will detain you but a moment. A year ago when you elected me to the office of secretary I felt highly complimented. I said to you that I would perform the duties of the office to the best of my ability. My re-election today, gentlemen, is appreciated far more than my election a year ago, for the reason that it is a practical endorsement at your hands of my work during the past year. Wherever a local association is organized it betters the condition of the business in that locality. Consequently, gentlemen, it is incumbent upon every member to place his association in the respective community where he resides in the best possible condition. Great progress has been made in the past, but let

the year intervening between now and next September be the best year that we have ever had in this association work.

I desire, gentlemen, to thank the committees for the uniform courtesy with which they have treated the secretary during the past year.

I also desire to thank the members of the local associations throughout the country for their promptness in answering communications.

In the future I will endeavor to serve you to the best of my ability, and I want you to call upon me at all times when the occasion demands.

I thank you, gentlemen, for your kindness. [Great applause.]

The President—Our distinguished treasurer, Mr. Eli D. Weeks, will now be heard from.

Mr. Weeks was greeted with great applause and spoke as follows :

Mr. Weeks—Mr. President and members of the association : The business and social relations of the National Association of Life Underwriters, which it has been my privilege to enjoy since I have been a member, afford me very pleasant recollections of the past, and I appreciate the confidence and good fellowship imposed in me by the members of this association in electing me your treasurer for the third time. It some how gives me a feeling of loyalty to the association and brotherly love toward the members which I assure you words fail me to express.

Gentlemen, I thank you for your compliments and esteem. I shall carry with me to my home and state the recollection of the pleasant hours we have spent together in Milwaukee at our eighth annual convention with the hope of meeting every one of you one year from now in Minneapolis. I thank you gentlemen. [Great applause.]

The President—We will all be pleased now to hear from Mr. Charles W. Pickell of Detroit, first vice-president of the national body. [Applause.]

Mr. Pickell—I am something like the Irishman who refused to work in the sea with a diving suit because he could not spit on his hands. It was necessary every time he took a shovel full of dirt to spit on his hands and make preparation. I have made no preparation to speak. Knowing that there were twelve vice-presidents, I did not suppose they were expected to speak. I do, however, want to say one word here. I have attended every meeting of this association, except two. My heart and soul

have been in the work, and I pledge you, gentlemen, as a member of the executive committee to do everything in my power for the advancement of the best interests of life insurance and of this national body. We are doing something in Michigan and I believe the Michigan delegation is wide awake to the best interests of life insurance. We want you to know we are heartily supporting the national body, and will do all we can to contribute to the next annual convention, and make it as great a success as possible.

I thank you heartily for the honor conferred on me in making me a vice-president of this body.

The President—Gentlemen, the hour is so late it will be impossible to call upon the rest of the vice-presidents, as it is quite necessary to bring our meeting to a close. Before adjourning there is one announcement I am asked to make on behalf of the executive committee. The committee desires to meet at once in this hall for organization on the adjournment of this meeting.

The eighth annual convention then adjourned.

Following the adjournment of the convention the executive committee met and organized by the election of Mr. Ben Williams of Chicago as chairman for the ensuing year, this being the third time Mr. Williams has served the executive committee in that capacity.

2

CONSTITUTION AND BY-LAWS

OF THE

National Association of Life Underwriters.

REVISED AND ADOPTED

SEPT. 22, 1892, SEPT. 8, 1893, AND SEPT. 16, 1897.

CONSTITUTION.

ARTICLE I.—NAME.

This organization shall be called the National Association of Life Underwriters.

ARTICLE II.—OBJECT.

The object of this association shall be to advance the best interest of the cause of true life insurance throughout the country.

ARTICLE III.—MEETINGS.

The association shall meet annually, each local association being entitled to five delegates and one additional delegate for every ten active members in excess of twenty-five.

In case of vacancies in any defegation, such vacancies may be filled by substitution, provided at least one delegate is present who is a member of the association which he represents and in which such vacancies occur, and such member or members shall have power to fill vacancies in such delegations.

The presence of delegates from one-half of the associations composing the national association shall constitute a quorum for the transaction of any business at any meeting.

ARTICLE IV.—OFFICERS.

The officers of the association shall consist of a president, vice-presidents, as hereinafter described, a secretary, and a treasurer, and there shall also be an executive committee of fifteen members, all of whom shall be elected by ballot, to hold office for one year or until their successors are elected, except as to the tenure of office of the members of the executive committee, as hereinafter provided, but not more than one member of the elective portion of the executive committee shall be from any one association. At the next election one-third of the elective portion of said committee shall be elected to serve for one year, one-third for two years, one-third for three years, and each year thereafter successors shall be elected to fill vacancies for three years. The vice-presidents shall be

selected one from each local association represented in the national association, which local association shall not have otherwise a representative by election or *ex-officio* in the executive committee. The president, vice-presidents, secretary, treasurer, and ex-presidents shall be members *ex-officio* of the executive committee, with the right to vote. The secretary of this association shall be secretary of the executive committee.

No person shall be eligible to office except an active member of the association to which he belongs, and which is represented at the annual meeting, and except, also, that he be an agent, manager of agencies, or superintendent of agents of a regular legal reserve, level premium company.

Any officer of the association or member of the executive committee shall be disqualified for his position if he ceases to be a member in good standing of the local association of which he was a member at the time of his election, or in case his local association shall cease to be a member of the national association.

ARTICLE V.—DUTIES.

The duties of the president, vice-presidents, secretary, and treasurer shall be the same as are usual in similar organizations.

The executive committee shall first consider all business presented and shall report upon same, and, unless by a vote of the association, all propositions, resolutions, and other business relating to future action of the association shall be first referred to the executive committee without debate.

ARTICLE VI.—TIME AND PLACE OF MEETING.

At every annual meeting the time and place of the next succeeding annual meeting shall be decided by ballot.

ARTICLE VII.—SPECIAL MEETINGS.

The executive committee shall have power to call a special meeting of the association whenever in its judgment it may be deemed necessary.

ARTICLE VIII.—EXECUTIVE COMMITTEE.

The executive committee is charged with the duty of preparing the business and arranging for the sessions of the annual meeting, and said committee shall meet at least once in six months. The presence of not less than five members of the committee shall constitute a quorum for the transaction of business at any meeting.

ARTICLE IX.—MEMBERSHIP.

Any life insurance or life underwriters' association now organized, and composed of representatives of regular life insurance companies, shall be entitled to membership, but any such association hereafter organized shall submit copies of its constitution and by-laws to the executive committee, and, if approved by said committee, it shall be admitted to membership upon application and payment of annual dues, and subscribing to the constitution and by-laws of this association.

ARTICLE X.—HONORARY MEMBERSHIP OF C. M. RANSOM.

The constitution was amended June 18, 1890, so as to permit the election of Chauncey M. Ransom to honorary membership.

BY-LAWS.**ARTICLE I.—VACANCIES.**

In the case of a vacancy in the office of president, the vice-presidents, in the order elected, shall act as president, to serve until the succeeding annual election. Other vacancies may be filled by the executive committee.

ARTICLE II.—DUES.

Each local association shall pay into the treasury of this association as yearly dues, in advance, the sum of twenty-five dollars, and one dollar additional for each active member belonging to said association on June 1st of each year in excess of twenty-five. Such payments shall be made on or before the 18th day of June of each year, or within thirty days thereafter, and failure to pay such dues within the time named shall work a forfeiture of membership. Provided, that any local association joining the national association within the fiscal year shall pay the proportionate part of the specified dues for that year. And the treasurer is hereby authorized to adjust all pending accounts with the association on this basis.

ARTICLE III.—EXPENDITURES.

Funds paid to the treasurer shall be used only for necessary expenses, duly authorized by vote of the executive committee.

ARTICLE IV.—DELEGATES AND CREDENTIALS.

Delegates to this association shall be selected from the active members of each association, and be either agents, manager of agencies, or superintendent of agents of a regular legal reserve, level premium company, and be accredited by credentials signed by the president and secretary of their respective associations upon the official form of this association.

ARTICLE V.—VOTING.

All questions, when demanded by the delegates present from at least two associations, shall be decided by roll call of the yeas and nays, and each association shall vote as a unit and be entitled to one vote only.

ARTICLE VI.—ORDER OF BUSINESS.

1. Called to order by president. (Prayer.)
2. Roll call.
3. President's address.
4. Reading minutes of previous meeting.
5. Report and recommendations of executive committee.
6. Treasurer's report.
7. New business.
8. Election and installation of officers.
9. Unfinished business.
10. Selection of time and place for next annual meeting.

ARTICLE VII.—AMENDMENTS.

This constitution and by-laws shall not be amended except at an annual meeting, and then only by a two-thirds vote of the associations present and voting.

THE BANQUET.

At the invitation of the Wisconsin Life Underwriters' Association, the members of the National Association sat down to a banquet at the Hotel Pfister at 7 o'clock Friday evening.

Mr. Harry S. Fuller, president of the Wisconsin Association, officiated as toastmaster, and on either side of him at the speaker's table were seated the following gentlemen: At his right the newly elected president of the National Association, Thomas H. Bowles, C. E. Tillinghast, E. H. Bottum, Young E. Allison, John G. Gregory, Hon. George W. Peck, Ben Williams, Rev. George H. Ide, Hon. Theodore Otjen, William T. Standen, Hon. William A. Fricke, Charles F. Pfister, I. T. Martin, and James S. Norris. On the left of President Fuller sat Rt. Rev. Samuel Fallows, Prof. L. D. Harvey, H. D. Neely, D. S. Hendrick, Willard Merrill, E. W. Christy, James L. Johnson, Eli D. Weeks, C. A. Loveland, J. A. De Boer, Dr. J. W. Fisher, J. W. Pressey, J. W. Skinner, and James B. Estee.

Delegates and guests at the other tables were:

Abbott, J. E.	Carpenter, W. H.
Ackley, George M.	Cheney, R. H.
Aikens, A. J.	Chesney, F. O.
Allbright, Dr. C. E.	Clark, C. S.
Allbright, J. G.	Clark, Dr. M. H.
Allen, Dr. Stanton	Clark, N. W.
Andrews, E. S.	Clark, R. A.
Angus, S. F.	Clark, R. H.
Ayer, Henry C.	Cochran, Richard E.
Baker, D. M.	Coughlin, C. J.
Barker, Charles	Courtney, C. C.
Bartlett, Dr. E. W.	Cozad, M. E.
Bean, Capt. I. M.	Craig, J. W.
Becker, A. C.	Crahn, C. E.
Behling, Joseph	Crawford, J. C.
Bishop, L. B.	Dale, H. S.
Blodgett, Tilden	Dart, B. P.
Bollow, William	Datesman, W. M.
Bradley, Dr. H. E.	Davidson, J. C.
Briggs, J. E.	Dean, Mr.
Brown, William H.	Dewey, George P.
Burch, Arthur	Diefendorf, W. T.
Burgess, F. S.	Dockery, H. R.
Bush, S. J. T.	Dolph, John
Cameron, D. N.	Donaldson, R. S.
Camp, J. C.	Doyle, William
Campbell, H. C.	Durant, E. L.
Cantine, E. B.	Dutcher, William

Dyer, W. H.
 Elliott, John C.
 Elwell, H. S.
 Eas, B. F.
 Ewing, Maskell
 Farleigh, P. H.
 Fehlandt, H. F.
 Ferguson, George M.
 Finney, F. W.
 Fish, R. W.
 Fisk, E. O.
 Fitch, C. M.
 Fleming, R. J.
 Fleckinger, E. E.
 Folsom, E. S.
 Ford, Collin
 Fowler, S. W.
 Fuller, Dr. S. L.
 Funke, O.
 Gage, W. T.
 Gooding, O. L.
 Gould, A. H.
 Gould, Howard
 Haas, Gustav
 Habbeegger, Otto H.
 Halsey, C. N.
 Halsey, J. A.
 Hammer, C. D.
 Hannan, John
 Hartigan, Frank E.
 Hartley, J. J.
 Hayes, George W.
 Heg, Hon. J. E.
 Hewitt, G. P.
 Hindman, Blascoe
 Hobart, H. A.
 Holmes, H. A.
 Horner, W. M.
 Hosch, J. J.
 Houston, A. Ross
 Hurd, Rukard
 Iredell, J. W., Jr.
 Jensen, W. P.
 Jewell, E. W.
 Joyce, E. M.
 Kaufman, L.
 Kayser, Mr.
 Keep, Fred E.
 Keillogg, E. H.
 Kendall, F. A.
 Kinney, H. A.
 Kleeman, R. F.
 Konering, F. W.
 Krackowizer, E. W.
 Lake, James H.

Lauer, Ralph C.
 Lemon, Dr. Charles
 Leonard, G. Russell
 Leyser, Benno
 Lindsay, E. J.
 Lightfoot, B. J.
 Lombard, J. W. P.
 Lush, C. K.
 Mack, M. W.
 Maclaren, M. N.
 Maclaren, M. N., Jr.
 Makley, John F.
 Mason, Fred B.
 Mason, Ira J.
 Mathes, George P.
 McGivern, J. T.
 McLaren, William P.
 McMillen, H. W.
 McNair, W. G.
 Merritt, Robert N.
 Morgan, James
 Morrison, Howard
 Mueller, Matt
 Munson, H. S.
 Murphy, D. E.
 Murphy, W. H.
 Murray, Robert I.
 Murton, A. W.
 Myers, J. E.
 Myers, Mr.
 Naish, E. B.
 Newman, A. B.
 Nichols, Dr. T.
 Norris, H. F.
 Noyes, C. A.
 Noyes, George H.
 O'Brien, T. L.
 Olmsted, G. H.
 Pammel, G. J.
 Peglow, William
 Perkins, Thomas E.
 Phelps, C. A.
 Pick, George
 Pickell, C. W.
 Post, E. M.
 Publer, Fred
 Quigley, H. C.
 Ralpe, W. M.
 Ranney, F. O.
 Rask, O. H.
 Rathke, H. J.
 Redington, Maj. J. E.
 Reid, George D.
 Reid, James
 Remmel, H. L.

Ritchie, E. G.
 Russell, George H.
 Sachs, Charles
 Sampson, L. D.
 Schilling, George F.
 Schindler, J. F.
 Scott, W. M.
 Severson, W. A.
 Shakshesky, L. W.
 Shedden, E. F.
 Shideler, D. B.
 Smallman, F. W.
 Smith, J. Watson
 Smith, W. A. M.
 Sommer, A. F.
 Spencer, L. E.
 Stahl, B. F.
 Stimmell, J. T.
 Streich, William F.
 Strong J. H.
 Stumes, C. B.
 Surles, W. H.
 Sutherland, Hon. George E.
 Sutton, J. D.
 Swenson, J. S.
 Swett, W. W.
 Swift, E. V.

Taylor, T. Herbert
 Thompson, T. C.
 Thompson, W. E.
 Titsworth, Rev. Judson
 Tollman, William
 Vilas, Ed. P.
 Walrath, J. H.
 Ward, E. B.
 Welch, Charles H.
 Wellman, James A.
 Wells, G. C.
 Wertimer, Henry
 White, Charles S.
 White, F. J.
 White, John G.
 Whitney, Bruce
 Whitney, Robert
 Wigton, A. L.
 Wilkes, L. D.
 Winkler, Gen. F. C.
 Wolf, John R.
 Wolke, George
 Woodman, S. F.
 Wrenn, George L.
 Yereance, James
 Zwietusch, Gen. O. B.

The following representatives of the insurance press were present:

A. H. Huling, *Argus*; Max Cohen, *Views*; Charles A. Jenney, *Weekly Underwriter*; F. C. Oviatt, *Intelligencer*; W. E. Underwood, *Gazette*; Young E. Allison, *Insurance Herald*; George W. Hayes, Jr., *Monitor*; F. L. Miner and Charles A. Hewitt, *Insurance Post*; A. E. Harrell, *Chronicle*; F. A. Durham and E. N. Hopkins, *Underwriters' Review*; Frank H. Leavenworth, *Indicator*; G. L. McKean, *Independent*; H. C. Martin, *Rough Notes*; H. E. Roberts, *Surveyor*; George W. Hatch, *Insurance Age*; D. W. Wilder, *Insurance Magazine*; A. J. Filtercraft, *Life Insurance Courant*; Norman Kellogg, *Black and White*; C. M. Ransom and R. M. Buckman, *THE STANDARD*.

At the request of Toastmaster Fuller, Rev. George H. Ide invoked the divine blessing, as follows:

Almighty God, we would look to thee at all times and in all cases. It is fitting that we turn our thoughts to thee in the midst of festivity as well as in the midst of sorrow. Help us, O God, to be thankful. Thou art the Father of Lights, with whom there is no variableness, neither shadow of turning. Thou art the foundation of all truth and integrity. May thy blessing rest upon this association. Remember thou its members tonight, and may it be that in their interchange of thought and opinion they may have thee before them and we pray that thou wilt be with them as they return to their homes. Bless us as we gather about these tables. Make us remember that every good and perfect gift is from thee, through Jesus Christ our Lord. Amen.

The following menu was then heartily enjoyed :

	Blue Points.	
Celery.	Salted Almonds.	Olives.
	Cream of Asparagus Victoria.	
	Turban of Sole, a la Normande.	
Sliced Cucumbers.		Pommes Hollandaise.
	Filet de Boeuf, Pique, Au Champignons.	
	Haricot Verts.	
	Punch au Curacao.	
	Roast Prairie Chicken, Guava Jelly.	
	Lettuce and Potato Mayonnaise.	
Blisque Glace.		Gateaux Assortis.
Fromage.		Crackers.
	Cafe Noir.	

After the cigars were lighted, the company listened to the following speeches, interspersed with music by the Roney Boy Quartette of Chicago.

The Toastmaster—The Wisconsin Association of Life Underwriters greets its honored guests tonight with a peaceful mind and with a heart overflowing with love for mankind. [Applause.] We have had time, sitting here, since the work of the convention closed to consider matters, and I can say honestly that we can never be more honored than we were and are Sept. 14 to 17, 1897. The toastmaster this evening, fortunately for you, but unfortunately for himself, in arranging the details for this banquet, undertook a little more than he anticipated, with the result that he has had no time whatever to give one moment's thought to what would have been a great deal of pleasure, saying something at this time that had been prepared. But there are gems this evening, all gems, we hope, and my settings will be very simple.

We are honored by the presence of a gentleman whom the life insurance men of Milwaukee always enjoy listening to, who will speak to you on "Life Insurance In Its Relation to Civilization." I have the pleasure of introducing to you one of the leading attorneys of our state, Mr. E. H. Bottum. [Applause.]

Mr. Bottum spoke as follows:

Mr. President and Gentlemen: When the president of the Wisconsin Association approached me with that urbane and courteous manner, which his friends all envy and admire, and requested my presence with you this evening, I shrank from the ordeal with fear and trembling, I assure you. Interviews with a far less number of life insurance solicitors on different occasions in my past life have been productive of the appropriation of a large portion of my annual income. [Laughter.] And what would occur to me in the face of over two hundred active, energetic solicitors I trembled to contemplate, but when he suggested that it would be a fitting occasion for me to turn the tables upon you and

Instead of listening, compel you to listen to me, the spirit of just retribution prompted me to come. Now, I have not determined whether that suggestion of the president was the crafty choice of an argument which he knew from his previous training would be effective, or whether it was the working of conscience and his determination that that would be a fitting punishment for you. I rather think it was the latter. Now you may be exonerating yourselves from your coming punishment in your own minds with the thought that you were not guilty, but I am like the old Indiana farmer who came to Chicago during the World's Fair and was the victim of a bold gang of confidence men. They stole his money, his baggage and his ticket and left him to make his way home on foot. He remained home just long enough to collect the price of a ticket back to Chicago, and before he came back he went into his own neighbor's pastures and filled an old carpet bag with the nests of the the liveliest colonies of wasps that he could discover. He went back with a full carpet bag, sat in the station at Chicago until the confidence men appeared, confidentially told them that he had sold his wheat and brought the price to Chicago to invest in bonds, and wanted to know exactly where he could buy the bonds; was taken down to the usual saloon, excused himself and allowed them to go in and shut themselves up and open the carpet bag. There was a call for the hospital wagon, and a call for the police, and the poor victimized men went to the hospital laid up for the next month, and the frightened saloon-keeper made a complaint against the farmer for the disturbance he had created. When arraigned he gave as his excuse the treatment he had received from the confidence men. "Well," said the police magistrate, "these men who treated you this way are not the same fellows." "It doesn't make a difference," the farmer said, "they belong to the same gang," and he had got even with the gang anyhow. [Applause.]

Now, gentlemen, to an outsider, the contemplation of the growth, the marvelous increase, the enormous development of life insurance is simply astounding. Over twenty years ago, when I took out my first policy, life insurance was not the large and commanding institution it is today. Today it has assets of between a billion and a half and a billion and three-quarters. The assets of life insurance companies today equal, if not exceed, the national debt, and these assets have a great deal more than doubled in the aggregate in the past ten years. They are growing at an unprecedented rate today, and if the present rate of increase keeps on the time is not far distant when the largest single interest in the world will be the life insurance companies. These companies are destined apparently inevitably to aggregate a greater amount of assets, to unit in one interest, in one holding of allied companies, a greater amount of the world's worth than any other interest, and that time is not far distant. The growth of life insurance, as you know, has been practically that of the past half century. Now, to a student of the history of human civilization, to one who is at all inclined to look into the reasons of human development and human growth in various directions, no more interesting subject could be found. It must have met a natural want. It must have been like one of the great rivers of the world, not made but simply led along a channel which existed ages before the river. There must exist in human nature itself, in the laws and principles and springs of human action, and human development, a want for this institution, a want that is supplied by life insurance, or else it would not have developed and succeeded as it has. That is self-evident. There are in the human character, and there are shown in the history of mankind, and

the growth of our institutions, two principles diametrically opposed and still regulating and controlling each other. The one is the individual principle which leads to war and contention and the amassing of private fortunes, the selfish principle of human life and action; and the other is that benevolence, that race feeling, that love of country and love of mankind and the race in general, which leads to institutions of this kind and controls the other principle and feeling, the spring of human action. Now, there have been at various times dreamers, who dreamed a dream full of human kindness, and making each man the real helper not of himself but of others. These dreams have taken form in various socialistic plans, ideas, and purposes, which are utterly false in principle, and utterly unsuccessful and predetermined of necessity to failure. You never can get the human race to be satisfied to love any government poorhouse, which is what the socialists would give us. You never can get the independent human being to really mind anything but his own action, and relying upon his own action, having faith in himself, he must necessarily believe in the principle of individual profit, and that principle you never can eradicate and you never can overcome. If you did eradicate it and overcome it you would, by that very act, stop the progress of the human race and end all advancement and civilization.

But there is somewhere between these two opposing plans an idea of growth and beneficence and development which is helpful, which will benefit the race in general. And it is by this final test of the benefit to the race, real utility in the scheme of progress and civilization, that life insurance as an institution must be tried and tested, and by the result which will follow its action, its development, whether beneficial or not beneficial, the ultimate general outcome must decide the life, the success, the perpetuity of life insurance. So much cannot be gain-said; so much is a necessary axiom, I take it, which you all concede. Now, it behooves you as those interested in the success of life insurance as an institution; it behooves you as men earnest in a life work to study and consider whether or not the real development and success of civilization, human progress and development is consistent with the development of life insurance. I think it is. I think that life insurance must go on from its present development, large as it is, as a beginning, into a greater and a wider field. It seems to me that it does fulfil all the requirements of the situation, and that it is bound to develop into a growth and a size and a condition of affairs beside which the present is a mere bagatelle. And I think so for these reasons: It serves as a natural equalizer to a certain beneficent extent, and no further, for the different conditions in which men find themselves. It gives to each man an assurance of an accumulation finally for the benefit of those who come after him, for whom his labor and effort are put forth. It enables him without wrong to himself, without wrong to his neighbor, to accumulate for the safety and well-being of those for whom he is laboring, so as to provide with an absolute certainty for the results that he achieves, and eliminates the risk of danger which follows simply the handling of the savings and the accumulation which he is able to make if he has no aid from others and depends wholly upon himself. Furthermore, it is just and equitable, and does not take—as other schemes of socialism and allied ideals would—it does not take from the earner, the worker, the proceeds of his labor and arbitrarily bestow them upon others. It is simply a voluntary act on the part of the assured which brings him into contact with this institution, and there is no force and compulsion about it. Then, besides, there is a great educational value in life insurance.

By that law of natural selection which governs us and all institutions, it serves to select from the community the prudent, the careful, the wise and industrious, and to confer riches upon them; upon the children of the wise, the industrious, the provident and saving it bestows fortunes. Upon the improvident, the unthinking and the foolish it confers no benefits whatever. By its natural working, therefore, it selects out of the community the very best classes of citizens and men and bestows the benefits of an aggregation of wealth upon them, and upon them alone. Furthermore, by this same action it increases the health and longevity of the race. It bestows those benefits which all seek only upon those who are healthy and vigorous and careful to maintain their health, strength and proper conditions. Therefore, it acts not only upon the physical well-being of the people, but it acts indirectly upon the morals, and the educational force which it will exert in the future seems to me will be very marked and very great.

But it is not only upon these private social relations of men that life insurance acts. It will, if it attains much greater development, have a great force and influence beyond the sphere of the individual, even into the sphere of the nation itself. You have all heard it said that the Rothschilds once remarked that there would be no war between two threatening nations of Europe because they would not advance the money upon their bonds, and no war occurred. Have you ever thought or considered when insurance instead of being carried by seventeen or eighteen per cent of the insurable risks, as it is now, shall be carried by seventy-five or ninety per cent of the insurable risks, as it soon will be at the present rate of progress, how it would be possible for a war to occur in this country? Suppose that the life insurance companies of this nation declared that they would not carry the risk of a soldier in a projected war, how long would it be before under the policy of our form of government, and the action of the voters, that war would be caused to cease? What a stupendous power, what a tremendous influence for peace the life insurance companies of the nation would have in an exigency like that.

But, I think, gentleman, I have sufficiently punished you for the wrong and injury which in former years you have perpetrated upon me. I think you can all clearly feel that for the good of the nation, for the good of the world, for the good of humanity in general, you are in your daily work striving to the uttermost. You can feel that you are honored workers among the brotherhood of men, and that when you advance the cause of life insurance you are advancing the cause of humanity, and you are aiding man in his progress towards perfection. [Applause.]

The Toastmaster—To those of you residing within five hundred miles of this city, the introduction of the next speaker will be unnecessary. His good work has made him known for thirty-five years. "The Relations of Life Insurance to the Breadwinner and the Home." It is with great pleasure that I introduce to you Bishop Fallows of Wisconsin and Chicago.

Bishop Fallows was greeted with great applause and spoke as follows:

Mr. President and Gentlemen: I could not help remarking to the brethren around me something regarding your personal appearance, and

although the old saying, "flattery to the face is open disgrace," we must remember that flattery means insincere praise. The man who never gives a word of sincere praise to those he believes entitled to it is not worthy the name of man. So I said to these brethren about me, "What a noble set of men these are!" And I am not going to take back a single word now that I am on my feet. With the exception of a few minor accessories, perhaps, such as the atmosphere we breathe being dense with smoke, etc., anybody standing in my place and occupying the ecclesiastical position I do might say, "Why, here is a congregation of bishops, priests and deacons." [Laughter and applause.] Gentlemen you are good looking enough for any position that life insurance may hold out to you.

Now, I am going to be a little frank tonight in the use of what I have prepared. I well remember in my earlier days, in the glorious state of Wisconsin, and "My Heart Is in the Highlands, Wherever I Go," I shall never forget this, the home of my youth, almost of my birth—I well remember having to speak in the capital city, at a meeting of the bible society, with an eminent lawyer, who afterwards became a judge, and then a justice of the supreme court, and then the chief justice of the supreme court. He is dead, now, and gone to heaven—where all good lawyers go—[laughter], so that what I say will not be any reflection upon anybody. But, we had to speak, and I got up and made an extemporaneous talk, and he came on and said, "My friends, I am going to talk to you *ex tempore*," and then began, but after a little while he put his hand in his pocket and drew out a manuscript and read to us for forty minutes. [Laughter.] Well, that was all right, everything considered. Now, if you knew all the circumstances as I know them myself regarding the preparation for my little talk tonight, you would perhaps say I was justifiable in referring to my notes instead of speaking in such an excellent way as my friend, Mr. Bottum, has done. He has given us—and I want to say this, too, without any flattery—one of the clearest, most forcible and logical presentations of life insurance from the point of view taken I have ever listened to. I am going away with new ideas, and I am going to steal some of them, Mr. Bottum.

Now, my theme tonight is "The Relation of Life Insurance to the Breadwinner and the Home."

The home is the unit of Christian civilization. The state is but an enlarged home, the beginning of a development from the patriarchal and tribal into a national form of government. In theory, the best state in its administration is paternal, as its ends are the protection, order, and progressive advancement of all its citizens. This means the equality of all its people before the law, individual freedom, favoritism to none, opportunity for all, justice for all. The church is but an enlarged home. It has many ideas and truths in common with the state, and yet has others which in their nature transcend them, as the interests of eternity transcend those of time. Among these are the conscience, the affections and the spiritual culture of man. An apostle loves to speak of Him who is the name high over all as the One of whom the whole family in heaven and earth is named. The father is the divinely appointed priest and the mother the priestess of the home flock. He is to light and guard the sacred fire of religion and she to keep it ever burning on the home altar.

On the earthward side of the home, the husband is the house-band. That is the meaning of the name. He is to be the incarnate providence to wife and mother and children. They are to consist, or stand together, in him. The wife is the weaver. To her the materials for the home life

are to be brought. She must use them for the welfare and growth of the dependent brood which love brings to her sheltering care. While every avenue to honor and glory and usefulness should be open to her, and trodden by her if the need should arise, and not a single straw be put in her way because she is a woman and not a man, still the home, gentlemen, is pre-eminently hers. Whether bishops or kings are ever such by divine right, she is a queen by divine right in the most ancient and influential kingdom. God forbid she should ever abdicate her throne! The memory of a mother's loving rule. What is more uplifting and precious? What are more stirring and thrilling than these lyric names of childhood and home?

They celebrated years ago in Boston the fiftieth anniversary of Agassiz's birthday. The science and culture of the country were represented. Longfellow read a beautiful poem. This was the last verse:

"And the mother at home says 'Hark,
For his voice I listen and yearn.
It is growing late and dark,
And my boy does not return.'"

At the allusion to his mother, tears filled Agassiz's eyes. They dropped down his cheek one after another as he gave a gasp of suppressed emotion. Gentlemen, the child-bearer ought not, except by an overruling act of the divine will, ever become the business burden bearer of the household. Whatever can prevent this, whatever from this point of view protects and glorifies the home is of supreme importance to society [great applause], and life insurance is amongst the most regnant forces that maintain its integrity and efficiency, for it carries with it the assurance of the continuous beneficence of home life when the hands of the breadwinner are folded upon the breast in death. Life insurance exerts a most powerful influence for good upon the health, the longevity, and the happiness of the breadwinner himself. It unclouds the brow, clears the brain, flushes the cheek, brightens the eye, quickens the step, and nerves the arm as the husband and father goes to his appointed tasks. His faith becomes stronger, his hope surer, and his love deeper in these human relationships, for it means to many a man the sacrifice even of innocent and pleasurable personal gratifications that those he loves may live in faith and hope and without the fear regarding the future that always brings torment. It ought to be held as an axiom that it is imperative upon every breadwinner to be insured, no matter what his wealth or social position. "The footsteps of fortune are slippery," as slippery as the Skaguay steeps before the Klondike gold seeker.

I learned from a friend, while thinking about this address, of an acquaintance of his, who, just before our hard times came on—thank God, they are passing away [applause]—estimated himself to be worth four millions of dollars. He died a few months ago and his estate had dwindled down to \$25,000, not enough to pay his debts. But he had kept his life insured for \$150,000, and his wife today blesses from the depth of her widowed heart his prudent foresight. [Applause.]

There is no man so poor—or, may I put it, there is no man that ought to be so poor that he cannot save something to pay the premium upon a policy, however small it may be.

Gentlemen, I covet no man's silver or gold, not anything that is my neighbor's, for if I did I would be breaking one of the ten commandments, but I have had a desire to possess, as a clergyman (for example's sake you know) a larger life insurance policy in the aggregate than the Hon. John A. Wanamaker carries, which, I believe, is the largest in the

world. I would like to be just a little bit ahead. [Applause.] I am already insured for small amounts in five of your best companies, but I would like to be in fifty of them. You see I want to be a bright and shining light in insurance circles.

I have a desire also to have an annuity from paid-up life insurance to meet the premiums, for I am quite sure I could not pay it out of a missionary bishop's stipend. I do not wish it all for the sake of my family, for that amount might do them far more harm than good, but for some institutions of learning, of which two or three are in Wisconsin and one very near the state line. I want to be a beacon light, shedding its rays upon those who are intending to leave college and universities something at their death. I want them to make certain the bequest by an insurance policy certain to be paid when the estate is wound up. [Applause.]

Gentlemen, one other thought and I will not weary you longer. A right sentiment must be created among women on this subject. I judge by the report of your morning proceedings that you have come to the conclusion that some women do have the right sentiment. One of our most successful life insurance solicitors told me this morning in Chicago, that when, years ago, he put a life policy into his wife's hands she burst into tears. I know of other wives who have been similarly affected. Better for the wife to burst into tears at such a time than when the husband is gone to find no provision has been made for her future support.

"The nineteenth century is woman's century," said Victor Hugo. "Woman," said the gallant chief of one of our city fire departments, "her eyes kindle a conflagration which can never be extinguished, and against which there is no insurance."

Said Mr. Tennyson to Prince Albert on his marriage to Queen Victoria:

"Esteem that wedded hand
Far less for sceptre than for ring;
And hold her uncrowned womanhood
To be the royal thing."

I can trust the uncrowned womanhood of America, the most royal thing beneath the sun, for the doing of no unwomanly deed and the performance of no unqueenly act.

It is to the intelligent advancing womanhood of the land that life insurance must hereafter appeal, as it has heretofore appealed to its intelligent manhood. Get the women to claim their right to life insurance, and if in consequence of their enlightened demands they should require this addition to the obligation of the bridegroom in the marriage ceremony, we clergymen would be bound to submit [applause]. "Wilt thou take out as large an insurance as possible in favor of this thy wife and religiously continue it as long as may be necessary?" and he shall answer clearly and distinctly, "I will." [Great and enthusiastic applause.]

And then, if to aid you in winning this most important constituency a woman shall come to each of you and say, "I am worth two of you, by the very fact that I am a woman," listen respectfully to her as she proves it in the very spelling of her name, "W O man." [Great laughter.]

Give to woman the freest chance to prove her prowess in life insurance work.

Gentlemen, I give you joy in your honored pursuit, worthy to be ranked with the noblest professions of earth. Science claims you; sociology sanctions you; humanity hails you; Christianity crowns you. [Great applause.]

I drink in this glass of pure cold water to the loyal, vigilant, persistently successful defenders and saviors of the home sanctuary, whom you represent, and to that sentiment which always stirs our inmost souls, "Home, home, sweet, sweet home. Be it ever so humble, there's no place like home." [Great applause.]

The boy quartette then sang "Gipsy Life," which was enjoyed by the audience.

The Toastmaster—Gov. Edward Scofield, one of the best governors of the present time, is not with us tonight. He is detained by illness. But Wisconsin has one of the best ex-governors in the United States, and the chair has the distinguished honor of introducing to you the Hon. George W. Peck.

Ex-Gov. Peck was greeted with great applause and made the following witty speech:

Mr. Chairman and Gentlemen of this Association: After you have been in Wisconsin longer you will find that any citizen of the state of Wisconsin is liable to be governor on fifteen minutes' notice. You can pick up a governor anywhere to take the place of the chief executive, and it is very dangerous for a governor to leave his place and be absent, for he don't know who will be in it when he comes back. If my excellent friend, Gov. Scofield, were here, he would, I know, bid you welcome to the second state in the Union in all kinds of importance. I say second state, because the state in which you gentlemen individually live is the first state always [laughter] and all that we ask is that Wisconsin may be in your estimation the second state in the Union. If the governor were present he would tell you much that I cannot, as I have been away from the state executive office for over two years [laughter] and the state has grown in importance so much that I am not as well posted as he, but he would tell you of all the different industries which make Wisconsin the next to the first state in the Union. He would give you welcome to the state and give you permission to insure any citizen of the state of Wisconsin. He would be very glad, I am sure, if you could insure every one of them for as large an amount as they could pay the premium.

For myself, now, I will say that I am a victim of life insurance myself, and have been for almost forty years. There have been great changes in the life insurance business since I first allowed the criminal who solicited me to make out a policy. [Laughter.] At that time the life insurance agent was looked upon very much like the undertaker and the tombstone man that come around, looked upon with a great deal of horror; and a man who was approached on the subject of life insurance was liable to go home and run out his tongue to his wife and ask if it was coated, or if he looked as if he was going to die. It seemed to be the impression that if a man was approached on the subject of life insurance there was something the matter with him and he was not expected to live. I have discovered in the last forty years that they are not looking for those people who are likely to die; they are looking for the most healthy men that they can find—and they get 'em, they get 'em, and make them pay premiums for thirty years, right straight along without getting a death. [Laughter.]

When I took out the first policy, when I permitted myself to be inveigled into the first investment in that line, the effects of the company that I insured in could be carried on a wheel-barrow by a boy, and they

tell me today that it has got a hundred million dollars surplus and a building that would make a man's head ache to go through. These other men have told you the importance of life insurance, and so I don't need to. As young as I look, I have seen an insurance company built up in the state of Wisconsin, which is really the home of life insurance. I think the first company that ever existed [laughter] was organized in Wisconsin, and it has got more money than anybody, and is willing to lend it—I know that. [Laughter.] I tell you the people of this country owe a great deal to life insurance companies. [Laughter.] And you can't tell how much until you get possession of the mortgages and look them over. [Laughter.] But life insurance is a good thing. I believe that there ought to be a law, I don't want to sign the bill myself, but there ought to be a law that every man that is healthy ought to be insured. There ought to be, if not a law on the statute books, a sort of a society and business law that a man who goes around without any life insurance ought to be shut up [laughter], that he isn't a real good citizen, going around liable to be knocked down, when he goes to Chicago, and robbed and murdered [great laughter], and not leave anything for any of his families, if he has got more than one. [Laughter.] It is a wrong that he is doing every day. I believe that there ought to be one of those little savings banks on every breakfast table, and when anybody in the family kicks about anything not being right, he or she should put ten cents in the bank, and insure somebody's life in the family, whether it is the father's, the mother's or the children, and have something coming in by and by. I think that the time will come when a man will be ashamed to go around among people unless he has got from ten to one hundred and fifty thousand dollars of life insurance, paid up, and got something coming in to pay the premium when it comes due again. [Laughter.] I think that there ought to be a professorship in the State University, a professorship of life insurance [applause], to teach the young that that is the only real good speculation there is on earth. [Applause.] There may be better speculations in the hereafter, but we don't know anything about them until we get there. Life insurance is the best speculation we know of, up to this time, and people ought to know it, and perhaps it would be a good idea to have some of the instructors in the public schools teach the children the first money they have when they grow up that they don't want to buy marbles with to put it in life insurance. I would like to be a philanthropist myself, if I had money enough. A man wants a heap of money to be a philanthropist. If I was one of those fellows and had all the money I wanted I would start around the country tomorrow, giving free lectures in every state in the Union advising people to take out life insurance, and take it out quick, and let you fellows all get the premium. [Laughter and applause.]

I think that the only thing to criticize is that life insurance companies don't pay up quick enough. Sometimes they wait a week or ten days after a man is dead. [Laughter.] It strikes me if I was running a life insurance company that I would have them telegraph me when a man was dead and I would send a man right there and let him go to the funeral and I would have the money on the parlor table when they got back from the burial [laughter], and just make everybody feel comfortable. [Laughter.] This ought to be the jubilee year of life insurance. And speaking of jubilees reminds me of a story that I was telling a man—or else he told it to me, tonight. I don't know which—but anyway, speaking of the queen's jubilee in Great Britain, a couple of old Irish ladies were discussing it to find out what a jubilee was, and Mrs. Murphy

says, "Mrs. McGuire, phwat's a jubilee?" Mrs. McGuire says, "Don't you know what a jubilee is? I'll tell you; when anybody is married twenty-five years, that's a silver wedding." "Yes," says the other, "I know about that." "Well, when they are married fifty years, that's a golden wedding." "Yes; oh, I know that." "Well, when the ould man is dead, that's the jubilee." [Laughter.]

I won't keep you on this solemn occasion, only just a minute longer, and I want to tell just a little story. There was an insurance agent who talked a good deal with his face. [Laughter.] He stammered a good deal and stuttered. I don't know as he is here tonight; his name was Slason. Is there a gentleman here by that name? He was out at an insurance banquet late, and was going home rather early in the morning, and was taken by a policeman and was brought up before the court in the morning. He was a nice-looking man—you all are—the judge looked at him, and he says, "prisoner, what is your name?" The prisoner says, "S-s-s-s-s" he tried to say his name, but he couldn't. And the judge said, "Hold on, don't do that here. I don't want any such exhibition as that. Now tell me what your name is." He says, "S-s-s-s." The judge says, "That will do." He turned to the Irish policeman and says, "McGuire, what is the prisoner charged with?" McGuire says, "Begorry, sir, I think he is charged with soda water." [Laughter.]

The Toastmaster—Gentlemen, we have other ex-governors, but we will not call them for the time being. The gentleman who follows is one known to every life association man of the United States. He is one of the charter members of the National organization, and as a field worker became president of the National Association. Since that time he has been advanced from the field to the home office. It is with special pleasure I introduce to you a gentleman whose subject will be "The Office and the Field," Mr. C. E. Tillinghast, vice-president of the Provident Savings Life.

Mr. Toastmaster: I regret I am not a good story-teller, but on the contrary generally inclined to be serious.

In view of what has occurred at this convention and the scene before me, contrasted with what life insurance men were twenty-five years ago, I feel like exclaiming, "Peace On Earth, Good-will To Men." I am confident that you are all harbingers of good-will, judging from your intelligent, genial countenances, and considering the olive branches that have been exchanged here during the day and evening, I think that we may say we are fully at peace.

I congratulate you upon the success of this convention. Long live The National Association!

Permit me to thank you, Mr. Toastmaster, for your kind introduction and all for this cordial reception. The local associations, the National Association and the press have always treated me with the utmost kindness and consideration. And I should be less than human if unmoved at such expressions.

THE HOME OFFICE AND THE FIELD.

As an official of the home office, I was born only about fifteen days ago, and therefore am quite young, but from the agent's point of view I think I may draw a few conclusions both as to the home office and the field.

Everyone will agree with me, that life insurance is a most sacred financial trust, the most noble cause that today occupies the attention of man. To carelessly administer such a trust would be a crime; to dishonestly do so, the depth of infamy. There is no more honorable calling today than that of the gentlemen before me, and no more honest men than have been evolved from the piratical horde which existed twenty-five years ago.

Some officials are distinguished for being invincible at the club and banquet table, but invisible at the home office. Such, however, are not ideal officials. Some seem to be anxious to pick flaws in the application, and find, if possible, some reason why an application may be thrown in the waste-basket rather than placed upon the book. I believe that the agents in "the field" should be given the advantage of the doubt, so long as it is not a serious doubt. I am convinced that many good applications are rejected by reason of the report of some unskilled physician or investigator, or worse, a careless or designing agency representative, and the agent possibly goes to a felon's cell because he did not receive the commission to pay the hotel bill incurred, while industriously working for that application. Such a contingency should be eliminated so far as possible. Every application being the result of the toil of an agent, should be very carefully examined before it is rejected, and some good reason should be given why rather than a technicality. Any matter which is carelessly attended to at the home office, or which is delayed, is a damage to the agent, first, because it is money lost; next, because an agent's income is more dependent upon his courage, his enthusiasm, than upon the rate of his commission, hence any act which unnecessarily depresses or discourages him dampens his ardor and lessens the amount of his production, so that presently, perhaps, he abandons the entire business.

Agents frequently feel, I have felt so, perhaps, myself in the earlier days, that they ought to be able to secure phenomenal contracts. When I say phenomenal, I mean without regard to what the company can pay and remain solvent. Later in life I have considered the matter more fully, and conclude that I cannot safely be connected with a company that would open its vaults to the first comer for fear I might be the last and nothing would remain for me.

The careful, thoughtful agent desires as good a contract as can be afforded and no better. In other words, the agent and the public require to have confidence in the company, otherwise they will hesitate, deeming it hazardous to be connected with it. To command such confidence the home office officials should be men of sterling integrity; men who will guard well every interest; that of the policyholder as well as that of the agent, and in guarding that of the policyholder they do guard that of the agent. Thus the home office and the agents all become officials of the company, all in common interested therein. The agent's success is the company's success and *vice versa*, the company's success is the agent's success, because if the company is not successful the agent can not be successful.

The most friendly relation should exist between the home office and the agent. And when I say friendly relation I wish you to realize that there can be no friendship without confidence either between the agents and the home office or each other, and there can be no confidence without integrity, hence the basis of the entire matter is integrity, and no agent can afford to perform any act that will impair the confidence of the home office in that integrity. [Applause.]

Every conscientious, thoughtful, agent in protecting himself will be careful to protect the company, for as he protects the company he does protect himself.

I regret that my notice was not earlier, affording me more time to carefully prepare an address to you, and therefore pray your indulgence. I again wish to congratulate you upon the success of your convention and hope that the present administration may be more successful than any preceding one. [Applause.]

I would request you to look up in your imagination with me tonight and behold our first president, the beloved Carpenter, as he signals us from the great beyond and urges us to higher aims and nobler aspirations. Yes, and with him I see Calef and Badcliffe and Haskell, all waving the National Association banner, and beseeching us to "press on," until the noble cause that we represent shall stand forth irreproachable.

Do you realize, gentlemen, that already upon the other shore has been established a grand encampment, where four of the worthiest hold a perpetual convention and send greetings to every local association and to every national convention; greetings of good cheer and gladness; thankfulness for the past and encouragement for the future? Let us profit by their noble example of self-sacrifice and undying devotion to the great cause of humanity which we have espoused! Let us honor their memories by a persistent, irresistible onward and upward march, and thus become worthy of membership in that grand encampment. I expect ere long to be called to meet them upon that other shore, and I pray that I may be found fighting with the armor on, doing my utmost for the advancement and encouragement of correct life insurance. [Applause.]

Master Alexander of the Roney Quartette then sang "Midsummer Night's Dream."

The Toastmaster—The next speaker is a gentleman identified, heart and soul, with the educational interests of Wisconsin. "The Life Insurance Man As An Educator." I am pleased to introduce to you Prof. L. D. Harvey of Wisconsin.

Prof. Harvey spoke as follows:

Gentlemen of the Association: In accepting the invitation of your chairman to speak to you tonight on the subject announced, I did so with the full appreciation of what I was undertaking. I knew very well that I was to talk to a body of men who sometimes talked themselves, and talked to some purpose, for a man who can talk to another in a way to get him to invest money in that which will be of no immediate return to him is certainly a man who talks to some purpose. I appreciated full well that in attempting to talk to this body of representative men who are here because of their prominence as men in the educational work which is associated with life insurance, I should stand very much in the same position as a layman in a convention of bishops addressing them upon canonical law, or the ordinary juror attempting to instruct the judge on the application of the common law, and yet in spite of that fact I accepted the invitation, not because I expected to interest or inform you, but from a purely selfish motive. Engaged in educational work, as I have been, for many years, it has been always a theory of mine that there was something for me in coming in contact with men engaged in other lines of educational or business enterprise, and if I could not be of any benefit to them, I could at least get something out of it for myself, and that

is why I am here. [Applause.] I believe that you will all agree with me that your experience is the same, that many times you have started out with the full determination to write a policy and came back without any perhaps, but with a good deal of experience [laughter], and that you gained something in that way. An incident of that kind came to my notice some years ago, which will illustrate the point perhaps. A man young in the life insurance business, who had undertaken this work with a good deal of enthusiasm had been coached up by those older in the business, whose business it was to coach the new agent, had gathered all the information he could get from other agents in the field, and had been told what particular arguments would be effective, heard of a young manufacturer who had recently become a married man and who he knew carried a light line of insurance, and he said, "Now is the time to attack that fellow. Now is the time to write him." He started out to put into operation some of those arguments which had appealed to him as being invincible. He met the manufacturer, was greeted courteously, and proceeded to inform him that he knew that at the present time he needed more insurance, there wasn't any question about that, that with the new responsibilities which had recently come to him, he could not ignore the fact that he must carry more insurance and he ought to take it immediately, and he was there to write it. Some how or other the arguments didn't appeal to the manufacturer; he said to him that he wasn't quite ready, that business was slow prices were low and all that sort of thing; and finally he presented what seemed to him an argument that no man could refuse to accept, and he told him in a very confidential way—this was in the day when rebates were probably more common than now—he told him "Now as a personal favor to you, and for my own personal interests as well, because I realize how valuable to me it will be to have it said that you are insured in our company, I propose to give you a rebate of thirty per cent on the first premium." The manufacturer said, "Well, now that is a business proposition; now, I am a business man, and I want to make you a business proposition. You said to me that I needed insurance, and that I needed it now. I ought to write it out today. Now, I want to tell you I am handling a line of goods you need, and you have got to have; no man ever gets out of this world without having some of my goods. I deal in coffins, and I want to say to you I will take your measure today and will furnish you with one of our patent metallic, dust-proof, air-tight coffins at thirty per cent below the regular wholesale rate." The life insurance man stammered a little and concluded that he could get along a few days longer without a coffin, and concluded that after all that argument, which he had depended upon as being a clincher, would not work with all the people, and he went home and revised his arguments.

But, gentlemen, seriously, when I consider what has been the development of life insurance in this country from the time of its beginning, how today there is not a hamlet so small in all this land, and hardly in any civilized land in the world, where life insurance is not known, where it is not carried by many of the inhabitants, while outside of these hamlets, on the farms and among laboring men there have been carried tidings of this enterprise and this business, until men have come to appreciate it as one of the great businesses of the world, and not conducted simply and solely as a money-making operation, while that may be at the basis of it, but that there is with it another side which appeals to men's interests and their feelings; when we realize that, and realize

that it is true, because you and men like you have gone out into the field and have educated a whole nation to believe in life insurance as a good investment for every individual; I say when I contemplate that, I cannot realize any broader field of educational effort, any field of effort that has been worked more systematically, more vastly and more efficiently than the field of life insurance. It has been made a success because there has been brought into this life insurance business the best talent that money could command, men who have organized and developed it, and then there has been brought the best talent that money could command to exploit it, to put it before the people, to explain to the people and to educate the people to believe in life insurance; and that is why, gentlemen, I believe that the life insurance movement has been one of the educational movements that is characteristic of growth and development and civilization.

You will pardon me, I know, because I am a school teacher, if I run a parallel between your work and mine. What is the characteristic of the life insurance agent in the field which makes it educational work? In my work, we are accustomed to regard education as dealing with three phases of human development. We are to deal with the intellect, with the feelings, and with the will, and as I study life insurance and the work of the agent in the field, it seems to me that he is engaged in precisely the same work that I am engaged in and other people who are engaged in the general work of education. When you approach a man to present to him the subject of life insurance, you first appeal to his intelligence; you must bring to bear whatever you have to present in such a way that his intelligence may comprehend it, but when you have done that you have to go still further, you have to deal with his reason; you have to convince him that life insurance is a good thing, not in general, but it is a good thing for him as an individual, and for him now. You have then to train and develop his reason to a certain extent. You are engaged in the same work there as the professor in the university, as the teacher in the kindergarten, in the same line of educational work. You must carry forward this reasoning until he shall reach a judgment, and he has decided that what you present has reason in it, and that it is a good thing for him, and that is what I have to do in my work, and any individual engaged in any line of educational work. More than that, you know, too well, better than I can tell you, how often when you feel you have convinced the judgment of the individual, still you fail to close the contract, and why? Because there is still one element left in the education of that individual, which you have not yet reached, and that is you have not yet secured an excess of will power, which causes him to act upon his judgment and to make that contract a binding one. So, then, you are running along those lines that the men engaged in general educational work are running along. But not only that, you are not only appealing to the intellect, not only trying to create an act of the will, but you must do still more, and you find frequently your most potent argument lies in your address to the feelings of the individual. When you appeal to him to do something which is not merely to be a benefit to him as an individual, not simply a selfish act, but an unselfish one for the interest of those who are near and dear to him, or something that will stand them in his stead when he can no longer provide, then you are appealing to the feelings of the individual. And thus you have reached these three phases of life, the intellect, the feelings and the will; and you have to bring everyone of them to bear upon the individual in writing these policies. So, I believe that you are engaged in an educational work of the same character as I and others who are limited to the schools.

One word further as to the qualities of the man who undertakes to educate in the field of life insurance. When you attempt to appeal to the intelligence, you need the same qualities that I and others in educational work need. You need to see thoroughly how the mind of that individual works; you need to know the contents of that mind; you need to address your arguments in such a way as to appeal forcibly to that intelligence. When you undertake to convince the reason, you need to know the manner in which that reason works to reach conclusions. Then, when you appeal to the feeling, you need to know, as do I in my work, what are the motives that will appeal to the feelings and make them effective in determining the will to action. And so it has been suggested here to-night, and I understand it has been suggested during the meeting of your association, that it might not be amiss that there should be in some of our educational institutions a place given to training men in this field of educational work, as well as in the more general field, and the training would not be far different from that which men receive to fit them for educational work in any line, except in its application to this particular field of work.

One thing, gentlemen, that is essential, as I see it, to make the educational work in which you are engaged a perfect success, and the one thing which has brought it up to the high standard which it now holds is the character of the individuals who are engaged in it. [Applause.] Integrity of purpose, honesty, those are the things which have created this confidence which is so general among the common people in the matter of life insurance. Go to the average man and talk life insurance to him; he knows nothing of the mathematical calculations which lie at the basis of these propositions which you submit to him. He knows nothing of the work of the actuary and of the financial agent, and he is compelled in the last instance to take your representations and to depend upon them, and whenever you make a representation which is not realized you are doing an injury not only to yourself, to that individual, but to the general cause of life insurance as well. [Applause.] And I take it that the highest honor is due to you gentlemen and others like you in the field, and it is the proudest encomium that can be bestowed upon you to cite simply the position which life insurance today occupies in the minds of the people.

One word more, and I have done, and that is this, that while you are engaged in this work it is your vocation for what it will bring you, as my vocation is mine for what it will bring me; that while we do not undervalue the financial return which comes to us from our efforts, that not the least of the returns which will come is the consciousness that in our work, we have not only done something for ourselves but we have done something for the cause of humanity as well. [Applause.] I take it that the life insurance man who presents an argument to the young man which induces him to lay by out of his hard-earned money a little amount month by month to meet the payments upon his policy, is inculcating habits of thrift, of economy, of saving, of business sagacity, which will stand him in good stead ever after during life, and there can be nothing better than such habits as those; and, gentlemen, the thought must come to you, that in those cases where you have written those policies, that when the last payment has been made, when the policy is matured, and when he who has made the payments has gone to his final resting-place, that by your influence and your act you have left for the widow and the orphan something which, if it will not mitigate the sorrow which they feel for their loss, will at least brighten the pathway

which lies before them. I say that in that feeling I believe lies the highest return and the grandest reward for the man who is engaged in field work, the educational work in life insurance. [Great applause.]

The Toastmaster—One of the most pleasant features of these gatherings once a year is the coming together of the gentlemen, our co-laborers of the insurance press. Tonight we are to listen to one of them. He will speak for the insurance press, and I have the honor at this time to introduce to you Mr. Young E. Allison of Louisville, Ky., editor of the *Insurance Herald*. [Applause.]

Mr. Allison spoke as follows:

*Mr. Chairman and Gentlemen of the Association, and Ladies—*who ought to belong to the association by virtue of the fact that anything to which good women attach themselves is always made better and nobler by that act. [Applause.] I hope it may be excusable in me to give some expression to the natural feeling of gratitude and pride I have at this moment; first, in being selected to speak for the strong and honorable interest of the insurance press; secondly, to speak for it before this very large and intelligent body, representing the beneficent and socially economic system, which we call life insurance; thirdly, that I am able, after accepting the open-handed and generous hospitality of this splendid city of public spirit and home pride, to appear here tonight and attempt to perform the duty that has been assigned to me. [Applause.]

This is a wonderful city, and speaking as a plain Kentuckian I hope you will permit me to remark, that the greatest wonder about it is that such an enormous amount of capital should be invested in the wasteful occupation of making beer, when it might be used to make whiskey with. [Laughter.] I have no doubt that there is a perfectly reasonable explanation of this, but I warn the people of Wisconsin that they can expect no steady stream of emigration from Kentucky this way until the explanation is made.

I am greatly impressed, Mr. Chairman, with the feeling that I am unable this evening to make a satisfactory address upon this subject. You people of the North who have made a habit of industry and systematic labor, until you have converted it into a vice that has filled your section with wealth and material prosperity which it will take centuries, perhaps, to eradicate, may by some Masonic understanding among you be able to compress into twenty minutes something to say upon a subject; but in the South, where the crop of orators is steadier and very much larger than the wheat crop, we look upon a man who will undertake to say anything upon any subject in twenty minutes as being a taciturn person to whom God has refused the gift of expression. [Applause.] In Kentucky, especially, where we produce a special brand of orators by grafting promising young candidates for congress in holy matrimony upon the families of revival preachers, we hold that the orator who will undertake to say anything in less than forty-five minutes must be distrusted as being insolvent in his information, and as being unworthy of listeners. I hope you will understand that I do not utter these opinions in any spirit of criticism or complaint. Up here among you northern people who live by the railway schedule and who sleep by actuarial tables [laughter], and, as I am reliably informed by

my friend, Chairman Fuller, conduct your courting by an automatic alarm clock in the back parlor [laughter]. I am entirely willing to adapt myself to the conditions of barbarism that for the present surround me. [Laughter.] I will show how it is absolutely impossible for a Kentuckian to speak on any subject in merely twenty minutes by calling your attention to the famous Sec. 1.313 of the Kentucky statutes, which provides that any man who shall kill the chairman of a committee on toasts and oratory, who shall have invited him to speak on any subject for less than forty-five minutes, shall be held to have acted in the defense of his honor and his reputation, and shall according go acquit. [Laughter.]

Now, there is a practical business view in an idea of that kind. There was a Kentucky lawyer and an orator of our kind who was called upon by a regular client to go over into the state of Indiana and defend him against a charge of murder, which seems to have been frivolously trumped up because he had, perhaps, irregularly, or hastily, or may be illegally, killed an Indian who had ventured to disagree with him in a matter of polite conversation. [Great laughter and applause.] And the judge of the court, with that courtesy which always prevails among lawyers when the interests of others are alone affected [laughter], did not put any limit upon the argument, and therefore the Kentucky lawyer sailed in. Now it is stated, as a matter of history, that at the end of only the third day of his address [laughter], when he was merely warming up, and before the prosecuting attorney had had an opportunity to say a word upon the case, the jury, without leaving the box, rose in their seats and agreed to bring in a verdict of acquittal—if he would stop. [Laughter and applause.]

Now, gentlemen, I know of nothing which shows more strongly the practical value of being able to speak your sentiments at length than that little incident. If he had spoken only twenty minutes, or only a few hours, or perhaps two days, a Kentuckian might have been hanged to assuage a local prejudice in Indiana [great laughter], which makes a crime of what a milder and a more Catholic public opinion in Kentucky is generally supposed to consider merely an indiscretion. [Laughter.]

Then there is the matter of etiquette. There was a dinner given once in my city to promote some great public project, and when the invitations were sent out the speakers were notified each that he could have only the legal limit of forty-five minutes. The bishop of my church was invited to say grace. He inquired about the programme, found out the other speakers had forty-five minutes; he took forty minutes of time to very lucidly explain to Providence why he felt justified in asking a blessing upon their great movement. That would have been all right except for the fact that his brother bishop of the other church, who had been invited to say the benediction, when his turn came very eloquently explained for forty minutes why he could conscientiously add his blessing to it, which he did in the full forty-five minutes that made up his allotted time, and so you see it sometimes imposes hardships. But we are taught that we ought never to try to say anything serious upon any subject in twenty minutes. There is no man on this earth who can be more deeply impressed with the variety and the extent of his knowledge on any subject than I am with mine on almost every subject that an intelligent man can be supposed to bother his head about [laughter]; but I could not undertake to fritter away any of that knowledge in twenty-minute homeopathic doses.

Yet I can at least express to the chairman of this meeting and to the

guests that are assembled here, and members of this association, the very natural pride that insurance journalism must feel and ought to feel upon having a toast in its honor placed upon this programme. As long as there are adventurous and courageous men in this world there will always be great enterprises, strong competitions, and dangerous chances taken. In other words, as long as good rich blood jumps in the veins of true men on this earth, there will be open enmities, bitter differences of opinion, strong contentions and constant battles, and as long as that is the fact there will always be a place among men for an honest, independent, and decent press that shall convey information, opinion, and criticism. [Applause.] I hope you will not consider it an empty compliment of a guest to his host when I say that I do not believe there is duplicated in human history a record of achievements so wonderful as those that have been produced by life insurance within the past fifty years. This nation is 400 years old, so far as its settlement is concerned. It has today 75,000,000 people. Half of what we own in wealth these 75,000,000 have not put in. It is the ground that God created under them. And yet the united wealth of this nation, if divided up among the people, would give each an average of less than a thousand dollars. Yet in fifty years the legitimate old line, secure life insurance companies of the United States have placed in force, in a manner which makes it just as secure and solid as the ground which God has put under our feet, an amount of life insurance upon the lives of about 9,000,000 of its people to the average amount of \$450 each. [Applause.]

It may be said that life insurance began in a small way, as the primary organization of christianity under Nero, or it may be traced back to only two centuries ago in a small way in England. But whatever it was then, or whenever it began, the fact remains uncontroverted that it is only within the last fifty years that the bud of theory has opened into the full bloom of a splendid practice, and that it was in the free democracy of the United States that it first took its place as a national economy, and the honor of that development belongs to America. Nowhere on the face of this earth are there such strong, enduring and trustworthy companies as there are here. In no other country is the system of life insurance supported by a body of men containing such high average intelligence as the great army of agents that you gentlemen have the honor to represent here tonight in your delegate capacity. [Applause.] Therefore I say that it is an honor, one that as a member of the insurance press I can appreciate to the utmost, to be with you as your welcome guest, even if there were nothing to be said. Insurance journalists and insurance agents are fellow soldiers. In most respects they work shoulder to shoulder. In a few respects of individual detail they are adversaries, but when you show me anything in this world that is not worth differing in opinion about, that does not challenge criticism, for which a man is not willing to stand up and give and take blow for blow, you will show me, and you will show yourselves, something that nobody wants and is of no use to mankind. [Applause.]

Now, the insurance press is one day your friend and the next day you may consider it your enemy, but it really goes steadily along with its drip of information, which while it may be a blow to you, is an assistance to another—perhaps your competitor. As God drops rain upon the just and the unjust, the finite press may be excused if it drops those little bits of information at random upon the good and bad company and agent alike. Let every company and every underwriter size himself up and say of his own knowledge whether he belongs, in the light of fact,

in the just or the unjust class. I do not mean to say all criticism is honest, and I do not believe anybody on this floor would claim all life insurance agents are honest, but an honest conscience needs no advice. I am not quite as old as Methuselah, nor quite as young as the wheat boom, but during the thirty-three years that I have spent in the service of journalism uninterruptedly, I have never yet seen the perfect printing press that would not take everything that was news and information as grist, and I have never yet seen the printing press that could take a lie and grind it into the countenance of truth. Nor have I yet seen the press that could take the truth and by distortion grind it into any permanence as a lie. [Applause.] No, there is something in good character and truth that defies all the stigmas and slanders that mankind can hurl against it. I do not believe that any honest man in his life ever stood upon his feet and cared what any other chose to say about him, if he were willing to have investigation made.

Now, we journalists may be wrong in our expressions of opinion. We may get false information, but that is only for a day. The structure of the company, the structure of the man, the structure of character that stands for everything in this world is like the rock upon which everything else in life is founded. The waves may roll, and the winds may blow and everything may assail that house; but until its last day it shall stand as secure as the day God put its foundation there. I believe every honest insurance agent and every honest journalist ought to stand on trying to do his duty as he sees it, and believe that every other is trying to do his likewise, making fair allowance for differences of opinion, for lack of information, but above all things being fair, good natured, decided, and as honest in purpose as he can be. [Applause.]

The boy quartette then sang, "Beaming Like the Stars of Morn."

The Toastmaster—Following the custom that has been in force in the underwriters national gatherings for years, one of our own profession will speak, a member of the field force, and a member for many years of the association. It gives me pleasure to introduce to you a gentleman who will respond to "Our Profession," Mr. H. D. Neeley of Omaha, Neb.

Mr. Neeley spoke as follows:

Mr. Toastmaster, Ladies and Gentlemen: When requested by the committee to be present at this dinner and participate as one of the speakers, the distinguished honor was accepted with a feeling of rapture at the pleasure it would afford, after an absence of twenty years, to stand again within the gates of the metropolis of the state of my nativity, my own Wisconsin. A state famous, if you please, not only in the production of amber fluid, but widely noted also for brainy men and patriotic citizenship. The state of the learned jurist, the great Chief Justice Edward C. Ryan; the state of Jerry Rusk, noted for his great heart, firm decision of character and rugged honesty, of Vilas, the silver tongued. Aye, the state of that invincible legal gladiator, the great United States senator and mighty constitutional lawyer, Mathew Hale Carpenter. [Applause.]

But this is not all; whenever the honor or credit of the nation has been assailed, this good old Badger state has ever been in the right column. In the dark days of 1861 none responded more quickly to Mr. Lincoln's

call for volunteers, and who does not remember with patriotic devotion, her famous Iron Brigade, and last year when the national credit was threatened by a terrific onslaught of the allied forces of repudiation and cheap money, idleness and cheap demagogues; when the battle was over, not the battle of fire, smoke, shot and shell, but the silent battle of the ballots, when the figures were analyzed and the net result cast up, what was the answer from old Wisconsin? There was the verdict written in letters of living light that all the world might read, 100,000 majority in favor of the honest payment of honest debts in honest money. [Applause.]

But, gentlemen of the National Association of Life Underwriters, we meet here tonight, not as citizens of any particular state, we come from all points of the compass, excepting the Klondike, to exchange ideas, to help each other in the uplifting and promoting of the principles of a great and noble profession. Above all things, let us be non-partisan, governed by a broad reciprocity in all our actions, and while ever loyal to our own, let us be broadminded enough, that we may see some virtue in an institution represented by a competitor, remembering that we are all working to the attainment of the same noble end, shielding from penury and want the children of men, the widow and the fatherless.

In taking a retrospect after twenty-two years of service in life underwriting, I am constrained to make the statement, and I trust advisedly, too, that in no other profession, in the same length of time, has there been anything like the same stride of advancement; they are many and manifold, and observable everywhere, and all of this is in a large degree due to the associations of life underwriters, both national and local.

No longer do our ranks afford a rendezvous for the failures and renegades from other lines. Now only skilful, thoughtful and successful men need apply; but let us not deceive ourselves with the idle delusion that we have reached the top; we are but standing on the threshold. As "eternal vigilance is the price of liberty," so must it always be the price of the continued success of our association; there must be no relaxation, but a continued forward pressure, always adhering to that wise axiom "That God helps those who help themselves," and this reminds me of an anecdote of an old darkey, who stood in sore need of a Christmas turkey, so he prayed fervently to his Maker, saying: "O. Lord, bring a turkey to this darkey," but no turkey came, so next night he prayed again, "O. Lord, bring a turkey to this darkey," still his prayer went unanswered. On the third night he looked aloft and prayed in this wise, "O. Lord, bring this darkey to a turkey." It is needless to say he got the turkey that same night. Let us see to it that our labor and our prayers be rightly directed. [Laughter.]

A man advances in his profession just in proportion as he mingles his thoughts with his labor, just in proportion as he loses superstition and gains confidence in himself. High professional rank will never be achieved by any man who has not learned to look on that bright side that is far above and away from the thought of gain in mere dollars to himself.

Standing here tonight, I undertake to say that the most dangerous element of disturbance in our forward march of progress is dissension within our own ranks. [Applause.]

Think of the spectacle, a body of gentlemen engaged in the highest, noblest and grandest profession under the canopy of heaven, yet going about from day to day endeavoring to undermine each other.

My Brothers, this is not an arena for bulls and bears, within the

portals of this sacred business there is no room for bickering, backbiting or petty strife; anonymous literature and bunco steering ratios should be forever discarded.

Don't wait for another to bear the burden
Of sorrow's irksome load;
Let your hand extend to a stricken friend
As he totters adown life's road.
And if you have anything good to say of a man
Don't wait till he's laid to rest;
For the eulogy spoken when hearts are broken
Is an empty thing at best.

Let us here be dedicated to the proposition that in union there is strength. Let us here highly resolve that we will stand together in a noble cause, that for the coming time we will ever uphold a brothers's hand, "being admonished to walk uprightly in our several stations before God and man, squaring our actions by the square of virtue," and as the legions of Grant, keeping step to the music of the Union marched on to glorious victory, so we may with head erect and self respect go forth in unbroken column carrying the just principles of our profession to their highest fruition. [Applause].

Gathered about this banquet board tonight are many trained and skillful representatives of mighty institutions fraught with great blessings for human kind. I venture the statement that there are few among those here assembled who have not in a single hour received full compensation for an entire year of arduous labor in the exquisite delight, the sweet satisfaction that crept into your heart, as you presented to the stricken widow the draft which in nine cases in ten is the only thing left from the proceeds by which she may sustain herself, or forsooth, clothe and educate her little ones, and all of this the direct result of your own persistent effort.

As the vine which has long twined itself about the sturdy oak, and been lifted by it into sunshine, will, when that sturdy plant has been rifted by the thunder bolt, cling around it with its caressing tendrills, and bind up its shattered boughs, so it seems to me that it has been beautifully ordained by Providence, that our life assurance contracts are to a man's estate the vine which grows around his sturdy nature, and is by him lifted up into the sunshine of his declining years, and at last when the sturdy man is rifted by the thunder bolt of death, then it is that the policy of assurance becomes the stay and solace to his dependent wife and children, winding itself into dark recesses of their nature, tenderly supporting the drooping heads, and binding up the broken hearts. [Great applause.]

The Toastmaster—As a representative of the press, it is my privilege to call upon upon one of the Wisconsin editors, Mr. J. G. Gregory. [Applause.]

Mr. Gregory spoke as follows:

Mr. President and Gentleman of the National Association of Life Underwriters: Gentlemen, I have always been impressed by the picturesqueness of that festival of ancient Rome which was known as the Saturnalia. It was a time of general joy, when distinctions of rank were laid aside, and when slaves changed places with their masters, sitting at table in gay attire, while the men who had ordered and beaten them during the year brought them dainty food and drink, and permitted

them to indulge in the largest liberty of speech. There is something in the brilliant occasion that has brought us together here tonight which pleasantly reminds me of that ancient feast. You, gentlemen, of the worshipful profession of underwriting, like the generous lords of Rome, have prepared a bountiful repast, and have invited representatives of the laity to partake. Moreover, you have arranged that some of us shall speak while you sit still and listen. After all the talking that insurance men have done to me, I confess that I feel something like a thrill of joy at an opportunity, which for a moment changes our relations and makes insurance men listen while I talk. Long experience and ripe judgment qualify me to declare that insurance men are good talkers, and my ambition as an orator will be satisfied if I bore them no more than they have bored me.

You are enlisted, gentlemen, in an enterprise which flourishes by reason of the noblest impulses in the nature of man—an enterprise which blunts the sharpness of the sting of death, and posthumously prolongs the tender guardianship of paternal love. What earthly mission is loftier or more benignant than that which enters the darkened household whose chief stay has been removed, and shelters the widow and her little ones from want? [Applause.] Life insurance lifts the mortgage from the home, and educates the fatherless children, and brightens the sorrowing mother's outlook on the world. It does more than that. It does something for the man who pays the premiums as well as for those in whose favor the policy is drawn. In its tontine, endowment, and annuity forms, it enables a young man to make provision for his own old age. In all its forms it has been correctly described as "a bar to profligacy and an incentive to toil." It is one of the greatest conservative forces in modern society. When fanatical visionaries raise hoarse voices in favor of crude measures which would wreck the currency, or work harmful revolution in land tenures, whenever violent hands are laid on the ark of social institutions, which are the foundations of material prosperity, the man who carries life insurance is likely to vote—and if need be, to fight—on the side of civilization. [Applause.]

So you, gentlemen, while you are engaged in your daily task of extending the circle of the insured, are not only doing a good thing for yourselves and for the companies which you represent, and for the men to whom you sell policies, and for the people in favor of whom these policies are drawn, but you are doing a good thing, also, for the enlightened government under which you live, and for the political and social well-being of humanity. You are strengthening the machinery that draws the car of human progress. [Applause.]

The insurance business is an embodiment of the very efflorescence of organization. It is possible only in an elaborate civilization, the foundations of which are so firmly set as to seem to guarantee their own permanency. Historians, I believe, find the germ of the idea of insurance in a transaction of the Emperor Claudius. I have hunted up in Suetonius the passage in which the transaction is described:

"During a scarcity of provisions, occasioned by bad crops, for several successive years, he was stopped in the middle of the forum by the mob, who so abused him, at the same time pelting him with fragments of bread, that he had some difficulty in escaping into the palace by a back door. He therefore used all possible means to bring provisions to the city, even in winter. He proposed to the merchants a sure profit, by indemnifying them for any loss that might befall them by storms at sea."

It took a long time for that germ to bear wholesome fruit. In Venice,

when she "held the gorgeous east in fee," speculative merchants occasionally took risks on the cargoes of their neighbors that had not arrived, and later the shrewd fellows at Lloyd's coffee-house and the Royal Exchange in London did the same thing, and also wrote policies of insurance against losses by fire. But these were arbitrary transactions of individuals, involving a large element of chance, and in general not very far removed from gambling. Insurance, as we know it today, especially life insurance, based upon scientific principles, and in its broad aspect embodying the element of chance as little as the calculations of an astronomer predicting an eclipse, is an evolution of the past two hundred years, while the greatest part of its development has come within the past century. It is essentially one of the ripest products of an advanced state of social organization, made possible, as has been truly said, only by high intellectual and moral attainment. Turkey has no insurance companies, nor has Cuba nor Africa. The broadest, fairest field for life insurance has been the United States, and in this country it has grown and prospered more than elsewhere. [Applause]

It is fitting that you, as the missionaries of this ripe product of organization, should seek the benefits of organization to be gained by organizing yourselves. It is fitting that state organizations and a national organization of life underwriters should exist. By association you can establish and maintain compliance with the high standards of etiquette, dignity and morality which you have a right to exact of all individuals assuming membership in your responsible profession.

I have spoken of underwriting as a profession—and it is. The underwriter holds to the man for whom he writes a policy a relation which is frequently not less confidential than that of the physician to his patient, or the lawyer to his client. Life insurance is a distinct branch of skilled knowledge. How many purchasers of insurance are qualified to accurately determine the value of what they buy? I have seen a statement of the conditions under which life insurance transactions are effected that runs like this:

"All matters of every-day merchandizing are tangible; they can be weighed, measured, tested, and are deliverable not further off than the near future. It is the buyer's place to look out. He can look out, and in doing so he does well. What is a life insurance purchase? You may pay money and get a piece of paper, carrying with it a feeling, more or less well-founded, of forethought and security. But the thing bought is no 'thing.' It is the promise that somebody will redeem a promise far in the future. Delivery is generally not to be made until you are beyond the possibility of seeing to it—perhaps of knowing about it—and for this promise you pay cash today. In thus buying a promise you really buy the promiser, for you buy—or put up a forfeit stake upon—his character, his combined integrity and financial ability."

The reliable underwriter feels that he owes it to his customers as well as to himself to represent a reliable company, and to make no promise of results which he knows cannot be borne out in performance. He owes it to his profession as well as to himself to discountenance, at least to the extent of withholding from them his support and sanction, all schemes of insurance which do not insure. He will not ally himself in an association with men whose practices in this respect fall below the honorable standard of fair dealing between man and man. [Applause.]

In addressing you as a representative of the newspaper press, I cannot well close without briefly discussing the relations of the press to the interests of life insurance. Those relations, I take it, are of vast impor-

tance. In these days of experimental legislation there are times when by indiscreet advocacy of crude governmental policies, or even by silence when measures embodying such crude policies are under consideration in legislative halls, serious damage might be inflicted upon the large and growing class of the community made up of those who carry insurance upon their lives. It is customary for insurance men to sometimes lose patience when speaking of the newspapers. Instances have occurred—I do not dispute it, gentlemen—when editors writing upon problems connected with life insurance have made mistakes. They have even made blunders. But we are looking at matters with a large view tonight. The press as an institution is a fixed fact in our civilization, without which our civilization would not be what it is. On the whole, the press exerts an agency which is illuminating and uplifting. On the whole, it is the champion of every good cause, and the relentless foe of folly, and selfishness and every form of wrong. In the great problems of insurance legislation which are to be solved in the end as will most surely conduce to the well-being of society, the press, depend upon it, will be an educator which will assist in the enlightenment of the people and of their representatives at the state capitals and at Washington. Through the press, all miracle-workers and charlatans in the field of insurance who compete with legitimate undertakings will be ultimately exposed and brought to grief. The press will do what is right, not only because there are honorable men in charge of the destinies of the press, but because it is serving best its own interests when it is serving best the interests of the people. [Great applause].

The Toastmaster.—I take the liberty of doing something I know will please you all, that is, to call upon the gentlemen who has presided during the last three or four days over your business, and who had honorably filled the office of president for the last year, Mr. David S. Hendrick of Washington. [Applause].

Mr. Hendrick spoke as follows:

Mr. Chairman, Mr. President, and Gentlemen: I thought you had had quite enough of Hendrick for this week and I did not think you would call on me tonight. But I am very much obliged to you for doing so, for I have one or two thoughts that I wish to give you, and which have been suggested by the speakers of this evening. When Gov. Peck told us of his hope that in the near future the rule for the life insurance agent would be to go to the home of the widow ready on the return of the funeral to deliver a check for the insurance, I thought to myself, can it be true the story that was told me by an eminent divine of Washington within the last six months, and of course coming from one of that profession, gentlemen, we can never under any circumstances doubt it. He said, "With all due seriousness I mean what I say, Mr. Hendrick." I said, "I never doubted it sir." This is a story, I believe it is almost true. There was a wealthy merchant died. He was a gentleman past middle life when he married. He married a lady just grown, his widow was not past thirty at his death. One of the distinguished doctors of the city had been the family physician for many years. The widow returned from the funeral about five in the afternoon. The next morning at nine the bell rang, the family physician was announced, the widow met him in the parlor; after the exchange of

sorrowful greetings, expressions of condolence for her sorrow of the day before, he said, "Madam, I knew you were not sick and did not need my professional services, but I have come to speak on a matter that is very close to my heart, and I was afraid to put it off any longer, and while I do not intend today to ask you for your hand and heart, I wish to notify you that just as soon as the conventionalities of society will allow I shall do so." She turned to him with a smile and said, "My dear sir, I am very sorry indeed, but you are too late. The life insurance agent proposed at the grave." [Laughter.]

Gentlemen, turning to the serious side of the question, I call to your attention three thoughts suggested by three of the eminent speakers of the evening. "Life insurance as a duty," another, "life insurance as an education," and the third, "life insurance as a gem." As the diamond is not appreciated until the expert has handled and polished it, so I say life insurance is a gem far more brilliant and lasting than the diamond. Its beneficence and power would never be realized or known to the world at all without the agent's help in the education of the masses. The brilliancy of this gem is not appreciated, its light and help to the human family not known to the agent until he has been polished by the life underwriters' associations, and I believe that each and every one of you will bear me out in the assertion that you have never attended a meeting of either a local or a national association that you did not feel as you went away that you were a better man, a better insurance man, and a better citizen. When we have all realized the benefits of this association, let us each and every one resolve in his heart that he will not only try and see what he can gain by the association, the rubbing together, the gradually polishing, the never-ending work as long as life shall last, but at the same time be willing to do his share in helping a fellow brother to a more brilliant life, a higher aim and a better end.

Gentlemen, I thank you all tonight for your great kindness in the year past and hope that I will greet each and every gentleman present at the convention in Minneapolis in 1896. [Applause.]

The Toastmaster—Gentlemen, in my capacity as presiding officer on this occasion, I have had many pleasant duties, but none more pleasant to me as an official or as a man than the one that I now undertake of presenting to you our citizen, our fellow member and your president, Mr. Thomas H. Bowles. [Great applause.]

Mr. Bowles spoke as follows:

Mr. Toastmaster and Gentlemen of the National Association of Life Underwriters: I should have included the ladies first, I see there are a few remaining with us; there are always a few loyal ones among them that remain to the last. I feel, gentlemen, very much like the small boy at the foot of his class when his teacher asked him if he knew his lesson. "Yes, sir, I did know it, but I waited so long I forgot it." [Laughter.] That is not literally true, however, in my case, because I had nothing specific to say to you on this occasion, because you gentlemen who have acted so generously and kindly in my behalf did not advise me sufficiently in advance of the honor that you have conferred upon me to give me the opportunity of making any special preparation.

I believe it was Emerson who, in answer to the question "What is civilization?" answered "A good woman." If I were to be asked

where we would find the best type of woman I would say, "In this land of America." If I should be asked why, among other reasons I would say that it is in this country she receives the greatest consideration and adulation from man. [Applause.] It is the first feeling and ambition of the youth to protect the mother and the sister, and when that youth grows into manhood and has sought and found his partner for life, has linked his life with another, the one who has become the head of his household, the mother of his children, it is then that his fullest and strongest loyalty and affection is demonstrated, and in no country do we find that he makes so sure a provision for his family as in America. [Applause.] In talking with an Italian gentleman about a year and a half ago in Naples, discussing some of the unfortunate alliances between Italian noblemen and American women, he said to me, "I cannot understand why your women should come to this country (referring to Italy) to seek husbands or accept them when they go over to your great America, because in my judgment you have got the finest expression of manhood and the best material for husbands known in our civilization." [Applause.]

There is no factor that is so potent along the lines I have mentioned as that of your profession. While life insurance, as we have been told by a number of gentlemen here this evening, has been established in some of the older countries for several hundred years, yet the honor has fallen to America to lead all countries in this particular, and it is a compliment to our profession when we think of the magnitude of our business, and remember that practically one-half of the life insurance business of the world is held upon our American continent. [Applause.]

One of our greatest of historians, tells us that the basis of all civilization is wealth. Considering our success along that line we find that America in the last thirty years has increased its wealth to such an extent that it is equal to the increase of England, France and Germany during the same period. It has been during this thirty years that life insurance has made its greatest development.

But gentlemen and friends, there is so much in this country for the advancement of civilization, the public schools, the press, both daily and insurance, that it is a blessing to live in this country under its advanced civilization, and I am inclined think, that when the historian and the philosopher measure up the true civilization of a country, they will gauge it by the amount of life insurance that is carried upon the lives of its men for the protection of women and children. [Applause.]

You have had so many brilliant and beautiful speeches this evening, gentlemen, I will not undertake to detain you further, but I want to thank every member of this association for the brilliant success that you have made of the convention now so happily closing. I feel in a measure that my promise to you at Washington, just a year ago, has been fulfilled, that if you came to Milwaukee we would give you a good time. I hope that in a measure you feel that you have been compensated for coming among us. [Applause.] Of one thing I can assure you, the Wisconsin Association of Life Underwriters is more than grateful for having you as its guests, and it feels especially honored that you should have selected one of its unworthy members to preside over your great body. I feel that with the expressions that have been made in the convention and here this evening, that it is scarcely necessary to ask loyalty and devotion to our cause during the coming year of my administration. I feel that every member present will do everything in his power to make the national and local associations of America a power and influence among

men, and especially in uplifting in every sense, the great cause of life insurance, the profession in which so many of us are engaged, both ladies and gentlemen.

It is pleasing again to know that the great West that has become my happy home for the past four years, will be honored with the meeting ground of the next convention. And I feel that we will all go to Minneapolis at the expiration of a year that has been well spent in our cause, and that we will there have one of the most successful conventions that this association has ever had, the ninth, which will be held in 1898.

I feel, gentlemen, more than pleased and gratified at the great honor which you have paid the Wisconsin Association, and I hope, therefore, you will bear with me in referring to it, as I have already done two or three times in my short talk. I hope that you will all meet with us in Mr. Kaufman's beautiful city of Minneapolis, and that we will have a grand and glorious time, and that we shall have a happy and successful year from now on. [Great applause.]

Mr. Tillinghast—Mr. Toastmaster, with your permission, I wish to offer a sentiment before we close:

"The stars may cease to shine, but true nobility of soul, true friendship, like a river of joy, shall flow on forever."

Mr. Tillinghast's toast was then drunk by the banqueters.

Mr. Huling—Mr. President and gentlemen of the Wisconsin Association, as one of the committee of three, of which Mr. Oviatt and Mr. Hatch are the other members, it becomes my exceedingly pleasant duty to present to you tonight, the following:

At a meeting of the representatives of the insurance press present at the eighth annual convention of the National Association of Life Underwriters in Milwaukee, it was unanimously resolved that the undersigned committee convey to the Wisconsin Association of Life Underwriters the most cordial thanks of the said representatives, individually and collectively, for the thoughtful and abundant hospitality extended to the insurance press, a hospitality so liberal in its spirit and perfect in its practice that we shall carry away from Milwaukee only pleasant memories of the Wisconsin Association as a body, and of its officers and members as royal good fellows individually.

The Toastmaster—Mr. Huling and gentlemen of the press, your greetings to us are appreciated. We hope that everything that has transpired in Milwaukee, in so far as it affected your interests, has been such that you will think of Milwaukee as one of the best places to gather in this country.

Gentlemen, the programme of this evening is about completed, but I want to ask you to listen to one more song from the little fellow. [Applause.]

The smallest member of the quartette, Master James Crippen, then sang, "When I am Big I'll Be a Soldier," which was greatly appreciated by the audience.

The Toastmaster—While there are many pleasant features of the programme which might be enjoyed, the hour is so late I will ask Prof. Roney to have his boys lead us in singing “America,” and will ask the guests to rise.

After the singing of “America” the guests dispersed after a most enjoyable evening.



